

### Bank Holding Company Performance Report June 30, 2021—FR BHCPR

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construed as a rating of any institution by the Federal Reserve System. Users are cautioned that any conclusions drawn from this report are their own and are not to be attributed to the Federal Reserve System. In this report, all references to "bank holding company(ies)" are inclusive of "savings and loan holding company(ies)" unless otherwise noted. Questions regarding the contents of this report should be directed to the nearest Federal Reserve Bank.

RSSD Number: 3815157

BHC Nar	RAYMOND JAMES FINANCIAL, INC.
City/Stat	<b>E</b> SAINT PETERSBURG, FL
Bank Ho	Iding Company Information
Federal Res	serve District: 6
Consolidate	d Assets (\$000): 57,160,902
Peer Group	Number: 9 Number in Peer Group:
Number of E	Bank Subsidiaries: 1
Peer Group	
Number	Description
1	Consolidated assets equal to or greater than \$10 billion
2	Consolidated assets between \$3 billion and \$10 billion
3	Consolidated assets between \$1 billion and \$3 billion
4	Consolidated assets between \$500 million and \$1 billion
5	Consolidated assets less than \$500 million (starting March 2006 includes
_	former peer group 6)
6	Consolidated assets less than \$300 million (valid only prior to March 2006.
7	Starting March 2003 includes former peer group 7)
7 9	Consolidated assets less than \$150 million (valid only prior to March 2003)
9	Atypical and second-tier holding companies

#### Mailing Address:

RAYMOND JAMES FINANCIAL, INC. 880 CARILLON PARKWAY

SAINT PETERSBURG, FL 33716

#### **Table of Contents**

Section	Page Number
Summary Ratios	1
Consolidated Information:	
Income Statement - Revenues and Expense	es 2
Relative Income Statement and Margin Anal	lysis 3
Non-Interest Income and Expenses	4
	5
Liabilities and Changes in Capital	6
Loan Mix and Analysis of Concentrations of	Credit7A
Liquidity and Funding	8
	ions 9
Derivative Instruments	
	11
	12
	13
	s 13A
	s—Continued13B
	14
	15
Foreign Activities	16
Servicing, Securitization and Asset Sale Act	ivities–Part 117
	ivities–Part 218
Servicing, Securitization and Asset Sale Act	ivities-Part 319
Parent Company Information:	
	20
Parent Company Ralance Shoot	20
	21
	23
raient Company Analysis—Part 2	23

SAINT PETERSBURG, FL

City/State

3815157 6 9 RSSD Number FR Dist. Peer # FR BHCPR

Page 1 of 23

### **Summary Ratios**

BHC Name

•					
	06/30/2021	06/30/2020	12/31/2020	12/31/2019	12/31/2018
Average assets (\$000)	56,561,893	44,259,810	46,552,101	38,800,322	36,783,037
Net income (\$000)	662,521	341,337	862,399	1,052,817	987,232
Number of BHCs in peer group					

Number of BHCs in peer group															
	ВНС	Peer # 9	Pct	внс	Peer # 9	Pct	BHC	Peer # 9	Pct	внс	Peer # 9	Pct	внс	Peer # 9	Pct
Earnings and Profitability:															
Percent of Average Assets	1 10	1	ı	4.00	1		4.64	1		2.64	1		2.40		_
Net interest income (tax equivalent)	1.18 16.23	_		1.90 15.65			1.61 16.24			2.61 17.84			2.48 17.79		+
+ Non-interest income.	14.62	_		14.80			14.97			16.83			16.51		+
Overhead expense	-0.20	_		0.86			0.55			0.01			0.11		+
- Provision for credit losses	-0.20			0.86			0.55			0.01			0.11		+
+ Securities gains (losses)	0			0.01			0			0			0.01		+
+ Other tax equivalent adjustments	3			1.90			2.34			3.61			3.65		+
= Pretax net operating income (tax equivalent)	2.34	_		1.54			1.85			2.71			2.68		+
Net operating income	2.34			1.54			1.85			2.71			2.68		+
Net income	2.34			1.04			1.00			2.71			2.00		+
Net income (Subchapter S adjusted)														<u> </u>	_
Percent of Average Earning Assets															
Interest income (tax equivalent)	2.04	_		3.05			2.61			4.14			3.89		
Interest expense	0.38			0.51			0.47			0.85			0.80		
Net interest income (tax equivalent)	1.66			2.54			2.14			3.29			3.09		
Losses, Allowance, and Past Due + Nonaccrual															
Net loan and lease losses / Average loans and leases	0.05			0.59			0.43			0.04			0.06		Т
Earnings coverage of net loan and lease losses (X)	115.38			8.19			12.54			145.13			103.23		
Allowance for loan and lease losses / Total loans and leases not held-for-sale	1.28			1.39			1.61			0.91			0.97		<b>†</b>
Allowance for loan and lease losses / Total loans and leases	1.27			1.39			1.60			0.90			0.96		<b>†</b>
Nonaccrual loans and leases + OREO / Total loans and leases + OREO	0.18	_		0.18			0.18			0.23			0.26		<b>†</b>
30–89 days past due loans and leases / Total loans and leases	0.01			0.02			0.02			0.12			0.05		
· ·		1									1			1	_
Liquidity and Funding	-27.71	1		-2.88			-3.29		1	0			-3.37	1	_
Net noncore funding dependence	-36.14	_		-16.45			-12.70			-9.43			-10.44		+
Net short-term noncore funding dependence	-30.14	_		54.52			46.88			61.66			61.29		+
Net loans and leases / Total assets	40			34.32			40.00			01.00			01.29	<u> </u>	
Capitalization															
Tier 1 leverage ratio	12.57			14.52			12.89			15.84			14.58		
Holding company equity capital / Total assets	13.76			15.59			13.72			17.04			15.94		
Total equity capital (including minority interest) / Total assets	13.85			15.70			13.86			17.19			16.15		
Common equity tier 1 capital / Total risk-weighted assets	24.42	_		24.82			23.44			24.75			23.62		
Net loans and leases / Equity capital (X)	3.49			3.50			3.42			3.62			3.85		
Cash dividends / Net income	16.29			29.99			24.45			18.91			17.82		
Cash dividends / Net income (Subchapter S adjusted)															
Growth Rates															
Assets	27.93			15.53			33.63			4.18			6.82		
Equity capital	12.89			7.14			7.61			11.40			7.83		
Net loans and leases	12.63			0.62			1.60			4.82			11.44		
Noncore funding	-5.86			43.78			9.16			19.48			-13.79		
					1						1	<u> </u>			
Parent Company Ratios	0		ı	0						_			4.88		1
Short-term debt / Equity capital	25.90			29.35			27.77			22.66			25.23		+-
Long-term debt / Equity capital	100.71			93.52			98.07			93.81			101.03		+-
Equity investment in subsidiaries / Equity capital					-										+
Cash from ops + noncash items + op expense / Op expense + dividends	100.47			251.50			210.94	L	1	298.58			239.48	<u> </u>	

Note: Taxable-equivalent income items are not presented for a BHC exempt from reporting Y-9C Schedule HI Memorandum Items 1 and 2.

SAINT PETERSBURG, FL

City/State

 3815157
 6
 9

 RSSD Number
 FR Dist.
 Peer #

FR BHCPR

Page 2 of 23

**Income Statement—Revenues and Expenses** 

_						Percent	Change
Dollar Amount in Thousands	06/30/2021	06/30/2020	12/31/2020	12/31/2019	12/31/2018	1-Year	5-Year
Interest and fees on loans.	341,837	407.725	741,519	1,008,676	915,365	-16.16	17.96
Income from lease financing receivables	0	407,723	741,319	1,000,070	403	-10.10	17.90
Fully taxable income on loans and leases	327,206	392,858	711,847	977,579	886,048	-16.71	16.22
•	14,631	14,867	29,672	31,097	29,720	-10.71	77.80
Tax-exempt income on loans and leases.	4,681	5,011	9,788	10,994	18,345	-6.58	-8.64
Estimated tax benefit on income on loans and leases	346.518	412.736	751,307	1,019,670	934.113	-16.04	17.50
Income on loans and leases (tax equivalent)	42.604	42.685	88.807	75,963	60.602	-0.19	797.23
Investment interest income (tax equivalent)	9,406	30.077	41.380	125.178	105.981	-68.73	-35.44
Interest on balances due from depository institutions	11,849	20,904	33,671	52,477	46,092	-43.32	-35.44
Interest income on other earning assets.	410,377	506,402	915,165	1,273,288	,	-43.32	
Total interest income (tax equivalent)	410,377	506,402	915,105	1,273,200	1,146,788	-18.96	24.16
Interest on time deposits of \$250K or more	615	1,153	1,954	2,378	1,533	-46.66	
Interest on time deposits < \$250K	7,739	9.852	18.823	11.626	5,716	-21.45	
Interest on foreign office deposits	0	0	0	0	0	_	
Interest on other deposits	2,909	8,149	10,978	98,286	86,221	-64.30	5.40
Interest on other borrowings and trading liabilities.	65,343	65,966	133,347	148,132	142,129	-0.94	25.30
Interest on subordinated debt and mandatory convertible securities	0	0	0	0	0		
Total interest expense.	76,606	85,120	165,102	260.422	235.599	-10.00	32.91
	-,			,	, ,		
Net interest income (tax equivalent)	333,771	421,282	750,063	1,012,866	911,189	-20.77	22.31
Non-interest income	4,591,402	3,463,602	7,559,691	6,923,862	6,542,924	32.56	90.70
Adjusted operating income (tax equivalent)	4,925,173	3,884,884	8,309,754	7,936,728	7,454,113	26.78	83.74
Overhead expense	4,134,734	3,274,708	6,966,658	6,530,907	6,074,343	26.26	81.52
Provision for credit losses	-55,915	190,687	253,977	5,483	41,749		
Securities gains (losses)	608	578	1,292	0	5,495	5.19	202.49
Other tax equivalent adjustments	0	1,658	0	4	0	-100.00	-100.00
Pretax net operating income (tax equivalent)	847,960	420,067	1,090,507	1,400,604	1,341,265	101.86	110.46
Applicable income taxes	169,730	96,330	230,109	349,820	343,864	76.20	17.44
Tax equivalent adjustments	4,681	6,669	9,788	10,999	18,346	-29.81	-76.21
Applicable income taxes (tax equivalent)	174,411	102,999	239,897	360,819	362,210	69.33	6.21
Minority interest	11,028	-24,269	-11,789	-13,032	-8,177		
Net income before discontinued operations, net of minority interest	662,521	341,337	862,399	1,052,817	987,232	94.10	161.94
Discontinued operations, net of applicable income taxes	0	0	0	0	0		
Net income attributable to holding company	662,521	341,337	862,399	1,052,817	987,232	94.10	161.94
Memoranda							
Net income - holding company and noncontrolling (minority) interest	673,549	317,068	850,610	1,039,785	979,055	112.43	182.18
Investment securities income (tax equivalent)	42.604	42.685	88.807	75,963	60,602	-0.19	797.23
US Treasury and agency securities (excluding mortgage-backed securities)	1.701	657	1,197	3,026	1.880	158.90	140.59
Mortgage-backed securities	40,818	41,755	87,183	70,516	55,251	-2.24	1121.36
All other securities	85	273	427	2,421	3,471	-68.90	-87.85
	00	210	121	_, 121	3,171	55.50	500
Cash dividends declared	107,952	102,358	210,883	199,125	175,929	5.47	87.35
Common	107,952	102,358	210,883	199,125	175,929	5.47	87.35
Preferred	0	0	0	0	0		

Note: Taxable-equivalent income items are not presented for a BHC exempt from reporting Y-9C Schedule HI Memorandum Items 1 and 2.

SAINT PETERSBURG, FL

City/State

 3815157
 6
 9

 RSSD Number
 FR Dist.
 Peer #

FR BHCPR

Page 3 of 23

### **Relative Income Statement and Margin Analysis**

	0	6/30/2021		06	6/30/2020		12	2/31/2020		1:	2/31/2019		1:	2/31/2018	
	BHC	Peer # 9	Pct	BHC	Peer # 9	Pct		Peer # 9	Pct	BHC	Peer # 9	Pct	BHC	Peer # 9	Pct
Percent of Average Assets	Billo	1. 00. 11	1 00	Billo	1. 00. // 0		Dilo	11 001 11 0	1 00	Dilo	11 001 11 0	1 00	Billo	1. 001 # 0	
Interest income (tax equivalent)	1.45	1		2.29			1.97	1		3.28			3.12	T	
Less: Interest expense	0.27			0.38			0.35			0.67			0.64		
Equals: Net interest income (tax equivalent)	1.18			1.90			1.61			2.61			2.48		<del>                                     </del>
Plus: Non-interest income	16.23			15.65			16.24			17.84			17.79		-
	17.42			17.55			17.85			20.46			20.27	+	-
Equals: adjusted operating income (tax equivalent)	14.62			14.80			14.97			16.83			16.51	+	-
Less: Overhead expense.	-0.20			0.86			0.55			0.01			0.11	+	
Less: Provision for credit losses.	-0.20	_		0.86			0.55			0.01			0.11	+	-
Plus: Realized gains (losses) on held-to-maturities securities	0			0			0			0				+	-
Plus: Realized gains (losses) on available-for-sale securities													0.01	+	<u> </u>
Plus: other tax equivalent adjustments	0			0.01			0			0			0		1
Equals: Pretax net operating income (tax equivalent)	3			1.90			2.34			3.61			3.65		
Less: Applicable income taxes (tax equivalent)	0.62			0.47			0.52			0.93			0.98		
Less: Minority interest	0.04			-0.11			-0.03			-0.03			-0.02		
Equals: Net operating income	2.34			1.54			1.85			2.71			2.68		
Plus: Net extraordinary items.	0			0			0			0			0		
Equals: Net income	2.34			1.54			1.85			2.71			2.68		1
Memo: Net income (last four quarters)	2.25			2.09			1.85			2.71			2.68		<del> </del>
Net income_BHC and noncontrolling (minority) interest	2.38			1.43			1.83			2.68			2.66	_	
		•							•						
Margin Analysis		1			1						1				
Average earning assets / Average assets	71.17	_		74.94			75.32			79.30			80.14	_	1
Average interest-bearing funds / Average assets	57.63			66.52			64.37			64.16			61.32		
Interest income (tax equivalent) / Average earning assets	2.04			3.05			2.61			4.14			3.89		
Interest expense / Average earning assets	0.38	_		0.51			0.47			0.85			0.80		
Net interest income (tax equivalent) / Average earning assets	1.66			2.54			2.14			3.29			3.09		
Yield or Cost															
Total loans and leases (tax equivalent)	2.60			3.30			3.01			4.19			4.09		
Interest-bearing bank balances	0.28			0.96			0.74			3.61			3.39		
Federal funds sold and reverse repos	2.23			6.08			5.68			4.76			3.38		
Trading assets	3.13			4.66			3.65			3.48			3.61		
Total earning assets	2.02			3.02			2.58			4.10			3.83		
Investment securities (tax equivalent)	0.84			1.94			1.52			2.45			2.16		
US Treasury and agency securities (excluding mortgage-backed securities)	0.17			0.59			0.40			3.06			1.82		
Mortgage-backed securities	1			1.73			1.39			2.33			2.08		
All other securities	118.06			393.29			304.69			1,790.06			3.98		
Interest-bearing deposits	0.08			0.15			0.12			0.51			0.48		
Time deposits of \$250K or more	1.74			2.06			2.03			2.36			1.73		
Time deposits < \$250K	1.88			2			1.99			2.10			1.78		
Other domestic deposits	0.02			0.07			0.04			0.46			0.45		
Foreign deposits															
Federal funds purchased and repos	1.23			4.35			1			10.46			8.51		
Other borrowed funds and trading liabilities	3.34			3.35			3.39	<del> </del>		3.50	1	<del>     </del>	3.67	+	<del>                                     </del>
· · · · · · · · · · · · · · · · · · ·	0.47			0.58			0.55	<del>                                     </del>		1.05	1		1.04	+	<del>                                     </del>
All interest-bearing funds	0.47			0.38			0.00			1.05	1		1.04		1

Note: Taxable-equivalent income items are not presented for a BHC exempt from reporting Y-9C Schedule HI Memorandum Items 1 and 2.

SAINT PETERSBURG, FL

City/State

| 3815157 | 6 | 9 | Peer #

FR BHCPR

Page 4 of 23

### **Non-interest Income and Expenses**

Dollar Amount in Thousands	06/30/2021	06/30/2020	12/31/2020	12/31/2019	12/31/2018
Non-interest Income and Expenses					
Total non-interest income	4,591,402	3,463,602	7,559,691	6,923,862	6,542,924
Fiduciary activities income	34,240	25,991	55,921	48,929	42,783
Service charges on deposit accounts - domestic	3	5	9	17	12
Trading revenue	35,310	23,542	76,522	81,806	51,434
Investment banking fees and commissions	4,351,242	3,417,293	7,212,332	6,559,376	6,376,378
Insurance activities revenue	27,381	28,405	53,481	55,419	44,102
Venture capital revenue	33,313	-38,155	-1,408	7,097	5,508
Net servicing fees	-43	4	-81	146	205
Net securitization income	0	0	0	0	0
Net gains (losses) on sales of loans, OREO, other assets	4,282	700	4,841	3,343	5,514
Other non-interest income	105,674	5,817	158,074	167,729	16,988
Total overhead expenses	4,134,734	3,274,708	6,966,658	6,530,907	6,074,343
Personnel expense	2,043,675	1,615,763	3,561,420	3,264,821	2,937,056
Net occupancy expense	116,475	112,580	228,435	227,684	207,110
Goodwill impairment losses	0	0	0	19,722	0
Amortization expenses and impairment loss (other intangible assets)	8,005	6,364	12,182	13,684	13,547
Other operating expenses	1,966,579	1,540,001	3,164,621	3,004,996	2,916,630
Fee income on mutual funds and annuities	813,880	664,212	1,373,719	1,403,487	1,474,834
Memoranda					
Assets under management in proprietary mutual funds and annuities	21,416,502	15,716,733	19,995,680	17,294,643	14,508,400
Number of equivalent employees	12,772	13,076	12,545	13,106	12,517
Average personnel expense per employee	160.01	123.57	283.89	249.11	234.65
Average assets per employee	4,428.59	3,384.81	3,710.81	2,960.50	2,938.65
	BHC Peer # 9 Pct	BHC Peer # 9 Pct	BHC   Peer # 9   Pct	BHC Peer # 9 Pct	BHC Peer # 9 Pct

	BHC	Peer # 9	Pct												
Analysis Ratios															
Mutual fund fee income / Non-interest income	17.73			19.18			18.17			20.27			22.54		
Overhead expenses / Net Interest Income + non-interest income	84.03			84.40			83.94			82.40			81.69		
Percent of Average Assets															
Total overhead expense	14.62			14.80			14.97			16.83			16.51		
Personnel expense	7.23			7.30			7.65			8.41			7.98		
Net occupancy expense	0.41			0.51			0.49			0.59			0.56		
Other operating expenses	6.98			6.99			6.82			7.83			7.97		
Overhead less non-interest income	-1.61			-0.85			-1.27			-1.01			-1.27		
Percent of Adjusted Operating Income (Tax Equivalent)															
Total overhead expense	83.95			84.29			83.84			82.29			81.49		
Personnel expense	41.49			41.59			42.86			41.14			39.40		
Net occupancy expense	2.36			2.90			2.75			2.87			2.78		
Other operating expenses	40.09			39.80			38.23			38.28			39.31		
Total non-interest income	93.22			89.16			90.97			87.24			87.78		
Fiduciary activities income	0.70			0.67			0.67			0.62			0.57		
Service charges on domestic deposit accounts	0			0			0			0			0		
Trading revenue	0.72			0.61			0.92			1.03			0.69		
Investment banking fees and commissions	88.35			87.96			86.79			82.65			85.54		
Insurance activities revenue	0.56			0.73			0.64			0.70			0.59		
Venture capital revenue	0.68			-0.98			-0.02			0.09			0.07		
Net servicing fees	0			0			0			0			0		
Net securitization income	0			0			0			0			0		
Net gain (loss) - sales of loans, OREO, and other assets	0.09			0.02			0.06			0.04			0.07		
Other non-interest income	2.15			0.15			1.90			2.11			0.23		
Overhead less non-interest income	-9.27			-4.86			-7.14			-4.95			-6.29		
Applicable income taxes / Pretax net operating income (tax equivalent)	20.02			22.93			21.10			24.98			25.64		
Applicable income tax + TE / Pretax net operating income + TE	20.57			24.52			22			25.76			27.01		

SAINT PETERSBURG, FL

City/State

 FR BHCPR

Page 5 of 23

# BHC Name Assets

Real estreta koans	Г				1		Porcont	Change
Real estate learns	Dollar Amount in Thousands	06/30/2021	06/30/2020	12/21/2020	12/21/2010	12/31/2018		5-Year
Commercial and industrial loans								93.24
Loans to Individuals						, ,		18.40
Loans to depositiony institutions and acceptances of other banks.  0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0		, ,		, ,				180.37
Agrocultural loams.  6. 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	<b></b>					, ,	32.34	100.57
Ober Ions and leases.         0.254,786         5,987,561         5,087,565         6,083,190         0.30,5547         6,08         5           Lears and leases, net of unserred income         27,790,624         24,703,005         25,565,538         24,986,005         23,851,107         12,00         5           Lear Sand Iolesses, net of unserred income         27,749,724         24,703,005         25,565,538         24,960,005         228,611,107         12,00         5           Net Ions and leasee.         77,447,738         24,000,509         25,156,477         24,700,002         23,611,816         12,63         5           Debt securities their perior or muture in over 1 year         87,723         34,65         24,601         33,009         27,600         23,650         23,65         24,60         33,009         7,940,600         20,550         23,6	· · · · · · · · · · · · · · · · · · ·							
Less: Uneamed income.   0   0   0   0   0   0   0   0   0							6.06	50.12
Loans and leases, net of unearmod income	<b></b>						0.00	30.12
Less- Navance for loan and lease losses	<b></b>			-			12.50	59.19
Net fours and leases.	· · · · · · · · · · · · · · · · · · ·	, ,						74.03
Debt securities that reprice or mature in over! year Mutual funds and equity securities		,		,		,		59.02
Mutual funds and equity securities								
Subtotal         35,613,162         29,97,541         33,136,812         27,940,650         26,325,515         18,76         10           Interest-bearing bank balances         10,064,700         5,150,336         4,717,294         3,570,49         3,373,549         95,41         44           Federal funds sold and reverse repos.         288,234         112,233         162,288         336,191         398,766         4,992         4           Dab securities that reprice or mature within 1 year         3,841,740         118,201         627,244         165,688         169,777         35,268         480,710         188,001         360,080         386,410         632,048         690,777         35,268         470,777         35,268         480,777         35,268         480,777         35,268         480,777         35,268         480,777         35,268         480,777         35,268         480,777         35,268         480,777         35,268         440,778         440,778         440,778         440,778         440,778         440,778         440,778         440,778         440,778         440,778         440,778         450,778         450,88         340,778         440,778         450,778         450,88         340,778         450,778         450,778         450,88         34								3232.06
Interest-bearing bank balanenes	• •		,		,			-98.60
Federal funds sold and reverse repos   289,234   192,023   162,288   326,191   398,756   49.92   4.00   4.00   4.00   4.00   5								100.69
Debt securities that reprice or mature within 1 year				, ,				444.14
Tading assets	·			,	,			-45.71
Total araming assets.	•		,	,	,	,		1585.91
Non-interest-bearing cash and due from depository institutions   700.941   566.481   751.789   693.291   706.461   23.96   16   Premises, fixed assets, and leases.   687.244   610.434   629.120   614.972   271.229   627.129   60   60   60   60   60   60   60   6			,		,	,		-42.22
Premises, fixed assets, and leases. 647,244 610,434 629,120 614,972 271,229 6,03 18 18 262 1,149 751 2,298 4,738 4,583 3-9 1								137.25
Other real estate owned.   262   1,849   751   2,928   4,748   95,83   -9 Investment in unconsolidated subsidiaries   5,537   5,568   5,566   5,533   5,440   -9,056   Intangible and other assets   5,509 42   7,688,276   13,239,233   6,217,775   6,194,578   2,98,33   -2 Total assets   5,509,942   7,688,276   13,239,233   6,217,775   6,194,578   2,98,33   -2 Total assets   5,509,942   44,681,589   53,657,147   40,153,995   38,544,588   27,933   39,244,589   2,943,560   2,944,937   24,336,025   22,861,814   6,78   5			,	,	,			162.67
Investment in unconsolidated subsidiaries								185.23
Intangible and other assets								-94.50
Total assets				,				2.73
Quarterly average assets         56,825,754         44,313,695         515,03,565         39,933,483         38,354,963         28,24         10           Average loans and leases (YTD)         26,706,344         25,010,566         24,984,937         24,386,025         28,818,14         6,78         5           Memoranda         Loans held-for-sale.         136,892         86,891         20,679         20,4536         111,077         57,21         -3           Loans held-for-sale.         27,653,932         24,616,054         25,358,859         24,781,499         23,740,030         12,24         -3           Real estate loans secured by 1-4 family         5,154,277         4,929,602         4,903,138         4,725,471         3,932,557         4,56         11           Commercial real estate loans secured by 1-4 family         5,154,277         4,929,602         4,903,138         4,725,471         3,932,557         4,56         11           Commercial real estate loans secured by 1-4 family         5,154,277         4,929,602         4,903,138         4,725,471         3,932,557         4,56         11           Commercial real estate loans secured by 1-4 family         5,154,277         4,929,602         4,903,138         4,725,471         3,832,55         16         11         14	Intangible and other assets			, ,	, ,			-22.80
Average loans and leases (YTD)   26,706,344   25,010,566   24,984,937   24,336,025   22,861,814   6.78   5	Total assets	, ,		, ,				98.19
Memoranda	Quarterly average assets	56,825,754	44,313,695	51,503,565	39,933,483	38,354,963	28.24	101.41
Loans held-for-sale.         136,692         86,951         209,679         204,536         111,077         57.21         3           Loans not held-for-sale.         27,653,332         24,616,054         25,555,859         24,781,489         23,740,030         12,34         6           Real estate loans secured by 1-4 family         5,154,277         4,929,602         4,903,138         4,725,471         3,932,557         4,56           Commercial real estate loans         2,230,864         2,228,754         2,142,005         2,375,990         2,244,945         0,09         5           Construction and land development         241,745         234,506         230,383         174,552         167,406         3,09         4           Multifamily.         564,068         519,618         511,114         527,167         418,382         8,55         9           Nonfarm nonresidential         1,425,051         1,474,530         1,400,508         1,674,271         1,559,157         -3,36         3         1           Real estate loans secured by farmland.         0         0         0         15,933         16,685         1         1,689,157         -3,36         3         16,885         1         1,689,157         -3,36         3         3         <	Average loans and leases (YTD)	26,706,344	25,010,566	24,984,937	24,336,025	22,861,814	6.78	58.01
Loans held-for-sale.         136,692         86,951         209,679         204,536         111,077         57.21         3           Loans not held-for-sale.         27,653,332         24,616,054         25,555,859         24,781,489         23,740,030         12,34         6           Real estate loans secured by 1-4 family         5,154,277         4,929,602         4,903,138         4,725,471         3,932,557         4,56           Commercial real estate loans         2,230,864         2,228,754         2,142,005         2,375,990         2,244,945         0,09         5           Construction and land development         241,745         234,506         230,383         174,552         167,406         3,09         4           Multifamily.         564,068         519,618         511,114         527,167         418,382         8,55         9           Nonfarm nonresidential         1,425,051         1,474,530         1,400,508         1,674,271         1,559,157         -3,36         3         1           Real estate loans secured by farmland.         0         0         0         15,933         16,685         1         1,689,157         -3,36         3         16,885         1         1,689,157         -3,36         3         3         <	Memoranda							
Loans not held-for-sale.         27,653,932         24,616,054         25,355,859         24,781,489         23,740,030         12.34         6           Real estate loans secured by 1-4 family.         5,154,277         4,929,602         4,903,138         4,725,471         3,932,557         4,56         11           Commercial real estate loans         2,230,864         2,228,754         2,14,200         2,375,990         2,244,945         0.09         5           Construction and land development.         241,745         234,506         230,383         174,552         167,406         3.09         4           Multifamily.         564,068         519,618         511,114         527,167         418,382         8.55         9         8.85         9         4         441,745         234,506         230,383         174,552         167,406         3.09         4         4         141,745         234,506         230,383         174,552         167,406         3.09         4         4         141,832         8.55         9         4         4         4         28,606         230,383         174,552         167,406         3.09         4         4         18,188         2,815         4         4         12,606         10,706         10,706 </th <th></th> <th>136 692</th> <th>86 951</th> <th>209 679</th> <th>204 536</th> <th>111 077</th> <th>57.21</th> <th>-34.33</th>		136 692	86 951	209 679	204 536	111 077	57.21	-34.33
Real estate loans secured by 1-4 family         5,154,277         4,929,802         4,903,138         4,725,471         3,932,557         4,56         11           Commercial real estate loans         2,230,864         2,228,754         2,142,005         2,375,990         2,244,945         0.09         4           Construction and land development         241,745         234,506         230,383         174,552         167,406         3.09         4           Multfamily         564,068         519,618         511,114         527,167         418,382         8.55         9           Nonfarm nonresidential         1,425,051         1,474,630         1,40,508         1,674,271         1,659,157         -3.36         3           Real estate loans secured by farmland         0         0         0         15,933         16,685         1           Total investment securities         12,017,564         5,745,233         8,607,589         3,331,286         2,912,304         109,17         1         109,17         1         1,533         16,685         1         1         1,144,143         1         1,144         1,144         1,144         1,144         1,144         1,144         1,144         1,144         1,144         1,144         1,144			,			,		60.32
Commercial real estate loans         2,230,864         2,228,754         2,142,005         2,375,990         2,244,945         0.09         5           Construction and land development         241,745         234,506         230,383         174,552         167,406         3.09         4           Multifamily         564,068         519,618         511,114         527,167         418,382         8.55         9           Nonfarm nonresidential         1,425,051         1,474,630         1,400,508         1,674,271         1,659,157         -3.36         3           Real estate loans secured by farmland.         0         0         0         15,933         16,668           Total investment securities         12,017,564         5,745,233         8,607,589         3,331,286         2,912,304         109,17         157           U.S agency securities (excluding mortgage-backed securities)         3,837,946         125,715         618,508         107,621         89,986         2952,89         1239           U.S agency securities (excluding mortgage-backed securities)         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0			, ,			-1 -1		118.22
Construction and land development			, ,		, ,	, ,		51.27
Multifamily.   S64,068   S19,618   S11,114   S27,167   418,382   8.55   9     Nonfarm nonresidential   1,425,051   1,474,630   1,400,508   1,674,271   1,659,157   3.36   3     Real estate loans secured by farmland.   0   0   0   15,933   16,685     Total investment securities.   12,017,564   5,745,233   8,607,589   3,331,286   2,912,304   109,17   157     U.S. Treasury securities (excluding mortgage-backed securities)   0   0   0   0   0     Municipal securities (excluding mortgage-backed securities)   0   0   0   0   0     Mortgage-backed securities   154   149   156   144   128   3.36   -9     Mortgage-backed securities   0   0   0   0   0   0   0     Other debt securities   0   0   0   0   0   0   0   0     Other debt securities   3,435   4,888   4,598   11,774   2,796,662   45,62   38     Available-for-sale securities   3,837,946   125,715   618,508   11,744   25,528   -29,29   -9     U.S. Treasury securities   3,837,946   125,715   618,508   107,621   69,986   2952.89   1239     U.S. Treasury securities   12,014,129   5,740,375   8,602,991   3,319,542   2,886,776   109,29   157     U.S. Treasury securities   154   149   156   144   128   3.36   -9     Mortgage-backed securities   0   0   0   0   0   0     U.S. Treasury securities   12,014,129   5,740,375   8,602,991   3,319,542   2,886,776   109,29   157     U.S. Treasury securities   154   149   156   144   128   3,36   -9     Mortgage-backed securities   154   149   156   144   128   3,36   -9     Mortgage-backed securities   154   149   156   144   128   3,36   -9     Mortgage-backed securities   154   149   156   144   128   3,36   -9     Mortgage-backed securities   154   149   156   144   128   3,36   -9     Mortgage-backed securities   154   149   156   144   128   3,36   -9     Mortgage-backed securities   154   149   156   144   128   3,36   -9     Mortgage-backed securities   154   149   156   144   128   3,36   -9     Mortgage-backed securities   154   149   156   144   128   3,36   -9     Mortgage-backed securities   154   149   156   144   1			, ,					48.12
Nonfarm nonresidential   1,425,051   1,474,630   1,400,508   1,674,271   1,659,157   -3.36   3   Real estate loans secured by farmland   0   0   0   0   15,933   16,685	· · · · · · · · · · · · · · · · · · ·							99.34
Real estate loans secured by farmland								38.54
Total investment securities 12,017,564 5,745,233 8,607,589 3,331,286 2,912,304 109.17 157 U.S. Treasury securities 3,837,946 125,715 618,508 107,621 89,986 2952.89 1239 US agency securities (excluding mortgage-backed securities) 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0		, ,					0.00	00.04
U.S. Treasury securities. 3,837,946 125,715 618,508 107,621 89,986 2952.89 1239 US agency securities (excluding mortgage-backed securities) 0 0 0 0 0 0 0 Municipal securities			•			,	100 17	1572.98
US agency securities (excluding mortgage-backed securities)  0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0						, ,		12393.31
Municipal securities         154         149         156         144         128         3.36         -9           Mortgage-backed securities         8,176,029         5,614,511         7,984,327         3,211,777         2,796,662         45.62         185           Asset-backed securities         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         -10         0		, ,					2932.09	12393.31
Mortgage-backed securities         8,176,029         5,614,511         7,984,327         3,211,777         2,796,662         45.62         185           Asset-backed securities         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         -10         0         0         0         0         -10         0         0         0         0         0         -10         0         0         0         0         0         0         -10         0         0         0         0         0         0         -10         0         0         0         0         -10         0         0         -10         0         0         -10         0         0         0         -10         0							2 26	-99.38
Asset-backed securities         0	•							1859.60
Other debt securities         0         0         0         0         0         0         -10           Mutual funds and equity securities         3,435         4,858         4,598         11,744         25,528         -29.29         -9           Available-for-sale securities         12,014,129         5,740,375         8,602,991         3,319,542         2,886,776         109.29         157           U.S. Treasury securities         3,837,946         125,715         618,508         107,621         89,986         2952.89         1239           US agency securities (excluding mortgage-backed securities)         0		, ,					45.02	1009.00
Mutual funds and equity securities         3,435         4,858         4,598         11,744         25,528         -29.29         -9           Available-for-sale securities         12,014,129         5,740,375         8,602,991         3,319,542         2,886,776         109.29         157           U.S. Treasury securities         3,837,946         125,715         618,508         107,621         89,986         2952.89         1239           US agency securities (excluding mortgage-backed securities)         0 <t< td=""><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td>400.00</td></t<>								400.00
Available-for-sale securities       12,014,129       5,740,375       8,602,991       3,319,542       2,886,776       109.29       157         U.S. Treasury securities       3,837,946       125,715       618,508       107,621       89,986       2952.89       1239         US agency securities (excluding mortgage-backed securities)       0       0       0       0       0       0         Municipal securities       154       149       156       144       128       3.36       -9         Mortgage-backed securities       8,176,029       5,614,511       7,984,327       3,211,777       2,796,662       45.62       185         Asset-backed securities       0       0       0       0       0       0       0         Other debt securities       0       0       0       0       0       0       -10         Mutual funds and equity securities       0       0       0       0       0       0       -10					-		00.00	-100.00
U.S. Treasury securities       3,837,946       125,715       618,508       107,621       89,986       2952.89       1239         US agency securities (excluding mortgage-backed securities)       0 <td>• •</td> <td></td> <td></td> <td></td> <td></td> <td>, , , , , , , , , , , , , , , , , , ,</td> <td></td> <td>-98.60</td>	• •					, , , , , , , , , , , , , , , , , , ,		-98.60
US agency securities (excluding mortgage-backed securities).       0       0       0       0       0       0         Municipal securities.       154       149       156       144       128       3.36       -9         Mortgage-backed securities.       8,176,029       5,614,511       7,984,327       3,211,777       2,796,662       45.62       185         Asset-backed securities.       0       0       0       0       0       0         Other debt securities.       0       0       0       0       0       -10         Mutual funds and equity securities.       0       0       0       0       0       0       -10				, ,	- / / -	, , ,		1572.50
Municipal securities         154         149         156         144         128         3.36         -9           Mortgage-backed securities         8,176,029         5,614,511         7,984,327         3,211,777         2,796,662         45.62         185           Asset-backed securities         0         0         0         0         0         0           Other debt securities         0         0         0         0         0         -10           Mutual funds and equity securities         0         0         0         0         0         -10	· · · · · · · · · · · · · · · · · · ·	- 1 1				,	2952.89	12393.31
Mortgage-backed securities         8,176,029         5,614,511         7,984,327         3,211,777         2,796,662         45.62         185           Asset-backed securities         0         0         0         0         0         0         0         0         0         0         0         0         -10         0         -10         Mutual funds and equity securities         0         0         0         0         0         0         -10<								
Asset-backed securities         0         0         0         0         0           Other debt securities         0         0         0         0         0         -10           Mutual funds and equity securities         0         0         0         0         0         0         -10	•							-99.38
Other debt securities         0         0         0         0         0         -10           Mutual funds and equity securities         0         0         0         0         0         -10	Mortgage-backed securities						45.62	1859.60
Mutual funds and equity securities         0         0         0         0         -10	Asset-backed securities							
	Other debt securities	0	0	0	0	0		-100.00
Held-to-maturity securities appreciation (depreciation)	Mutual funds and equity securities	0	0	0	0	0		-100.00
Tield-to-maturity securities appreciation (depreciation)	Held-to-maturity securities appreciation (depreciation)							
Available-for-sale securites appreciation (depreciation) 27,389 117,548 94,830 26,668 -37,244 -76.70	Available-for-sale securites appreciation (depreciation)	27,389	117,548	94,830	26,668	-37,244	-76.70	
Structured notes, fair value.         0         0         0         0         0	· · · · · · · · · · · · · · · · · · ·							
		92,731	133,132	124,463	119,450	107,718	-30.35	-40.47

SAINT PETERSBURG, FL

City/State

3815157 6 9 RSSD Number FR Dist. Peer # FR BHCPR

Page 6 of 23

### **Liabilities and Changes in Capital**

						Percent	Change
Dollar Amount in Thousands	06/30/2021	06/30/2020	12/31/2020	12/31/2019	12/31/2018	1-Year	5-Year
Demand deposits	32,651	22,521	17,860	17,599	10,302	44.98	245.55
NOW, ATS and transaction accounts	170,967	156,347	157,958	5,854	6,816	9.35	3138.01
Time deposits less brokered deposits < \$250K	5,928	7,053	6,462	7,740	8,370	-15.95	
MMDA and other savings accounts	29,257,383	24,105,613	26,702,382	21,896,156	21,165,396	21.37	118.61
Other non-interest-bearing deposits	0	0	0	0	0	_	
Core deposits	29,466,929	24,291,534	26,884,662	21,927,349	21,190,884	21.31	119.89
Time deposits of \$250K or more	69,261	105,821	71,255	105,467	94,640	-34.55	
Foreign deposits	0	0	0	0	0		
Federal funds purchased and repos.	185,195	227,808	233,255	200,010	156,206	-18.71	-78.28
Secured federal funds purchased	0	0	0	0	0	-	
Commercial paper	0	0	0	0	0		
Other borrowings w/remaining maturity of 1 year or less	853,496	25,320	863,521	882,651	1,151,039	3270.84	258.16
Other borrowings w/remaining maturity over 1 year	2,415,742	3,263,397	2,416,498	1,917,478	1,598,809	-25.97	58.70
Brokered deposits < \$250K	804,373	975,024	834,292	942,244	387,227	-17.50	00.70
Noncore funding	4,328,067	4,597,370	4,418,821	4,047,850	3,387,921	-5.86	46.96
Trading liabilities	258,298	153,568	152,354	209,939	279,138	68.20	-9.46
Subordinated notes and debentures + trust preferred securities	0	0	0	0	0	00.20	-3.40
Other liabilities	15,189,616	8,623,749	14,763,513	7,066,359	7,461,622	76.14	110.44
Total liabilities	49,242,910	37,666,221	46,219,350	33,251,497	32,319,565	30.73	106.48
Total liabilities	43,242,310	37,000,221	40,219,330	30,231,437	32,319,303	30.73	100.40
Equity Capital							
· · · · —	0	0	0	0	0		
Perpetual preferred stock (including surplus)	1,593	1,589	1,591	1,586	1,576	0.25	5.43
Common stock	2.059.525	1,984,499	1,995,798	1,921,893	1,870,739	3.78	39.50
Common surplus	7,257,694	6.325.698	6,703,125	6,086,721	5,235,764	14.73	96.84
Accumulated other comprehensive income	-9,797	1.002	16,511	-5,036	-38,840	14.73	90.04
·	-1,446,283	-1,347,769	-1,353,904	-1,163,048	-927,333		
Other equity capital components	7,862,732	6,965,019	7,363,121	6,842,116	6,141,906	12.89	65.70
Total holding company equity capital	55,260	50,349	74,676	60,382	81,987	9.75	-77.60
Noncontrolling (minority) interest in subsidiaries	7,917,992	7,015,368	7,437,797	6,902,498	6,223,893	12.87	58.62
Total equity capital, including minority interest	7,917,992	7,015,366	7,437,797	0,902,490	0,223,093	12.07	30.02
Total liabilities and conital	57,160,902	44,681,589	53,657,147	40,153,995	38,543,458	27.93	98.19
Total liabilities and capital	57,160,902	44,001,309	55,057,147	40,155,995	30,343,430	21.93	90.19
Memoranda							
Non-interest-bearing deposits	32,651	22,521	17,860	17,599	10,302	44.98	245.55
Interest-bearing deposits	30,307,912	25.349.858	27,772,349	22.957.461	21,662,449	19.56	120.85
<u> </u>	30.340.563	25,372,379	27,790,209	22,975,060	21,672,751	19.58	120.03
Total deposits	850,000	850,000	850,000	875,000	850,000	0.00	54.47
Long-term debt that reprices within 1 year	030,000	030,000	030,000	073,000	030,000	0.00	34.47
Changes in Holding Company Equity Capital							
	7,363,121	6,842,116	6,842,116	6,141,906	5,695,765		
Equity capital, previous year-end as amended	7,303,121	0,042,110	0,042,110	0,141,900	3,093,703		
· · · · · · · · · · · · · · · · · · ·	662.521	341,337	862,399	1,052,817	987,232		
Net income	002,521	341,337	862,399	1,052,817	901,232		
Net sale of new perpetual preferred stock	80,847			161,699	140.005		
Net sale of new common stock		80,603	153,892	·	149,005		
Sale of treasury stock	100.407	202.717	270.920	0	0 502,495		
Less: Purchase of treasury stock	109,497	202,717	270,839	313,486	· · · · · · · · · · · · · · · · · · ·		
Changes incident to business combinations	0	0	0	0	0		
Less: Dividends declared	107,952	102,358	210,883	199,125	175,929		
Change in other comprehensive income	-26,308	6,038	21,547	33,804	-14,888		
Changes in debit to ESOP liability	0	0	0	0	0		
Other adjustments to equity capital	0	0	-35,111	-35,499	3,216		
Holding company equity capital, ending balance	7,862,732	6,965,019	7,363,121	6,842,116	6,141,906		

SAINT PETERSBURG, FL

City/State

3815157 6 FR Dist. 9 Peer #

FR BHCPR

Page 7 of 23

### **Percent Composition of Assets**

	06	6/30/2021	06	6/30/2020		12	2/31/2020		12	2/31/2019		12	2/31/2018	
	BHC	Peer # 9 Pct	BHC	Peer # 9	Pct									
Percent of Total Assets		<u> </u>					•							
Real estate loans	14.46		17.79			14.81			19.73			17.74		
Commercial and industrial loans	15.35		17.70			15.10			20.41			21.11		
Loans to individuals	7.87		6.60			6.77			7.07			6.68		
Loans to depository institutions and acceptances of other banks	0		0			0			0			0		
Agricultural loans	0		0			0			0			0		
Other loans and leases	10.94		13.20			10.97			15.02			16.36		
Net loans and leases	48		54.52			46.88			61.66			61.29		
Debt securities over 1 year	14.30		12.58			14.86			7.89			7.12		ĺ
Mutual funds and equity securities	0.01		0.01			0.01			0.03			0.07		1
Subtotal	62.30		67.11			61.76			69.58			68.47		
Interest-bearing bank balances	17.61		11.53			8.79			8.89			9.70		
Federal funds sold and reverse repos	0.51		0.43			0.30			0.81			1.03		
Debt securities 1 year or less	6.72		0.26			1.17			0.38			0.37		
Trading assets	0.85		0.81			0.72			1.57			1.79		
Total earning assets	87.99		80.14			72.74			81.24			81.37		
Non-interest cash and due from depository institutions	1.23		1.27			1.40			1.73			1.83		
,		<u> </u>		•			•							
Other real estate owned	0		0			0			0.01			0.01		
All other assets.	10.78		18.59			25.86			17.04			16.80		i
		<u> </u>		•			•							
Memoranda														
Short-term investments	24.83		12.22			10.26			10.08			11.10		ĺ
U.S. Treasury securities	6.71		0.28			1.15			0.27			0.23		
US agency securities (excluding mortgage-backed securities)	0		0			0			0			0		
Municipal securities	0		0			0			0			0		
Mortgage-backed securities	14.30		12.57			14.88			8			7.26		ĺ
Asset-backed securities	0		0			0			0			0		ĺ
Other debt securities	0		0			0			0			0		ĺ
Loans held-for-sale	0.24		0.19			0.39			0.51			0.29		
Loans held for investment	48.38		55.09			47.26			61.72			61.59		
Real estate loans secured by 1–4 family	9.02		11.03			9.14			11.77			10.20		
Revolving	0.03		0.05			0.04			0.06			0.07		
Closed-end, secured by first liens	8.99		10.98			9.10			11.70			10.13		
Closed-end, secured by junior liens	0		0			0			0			0		ĺ
Commercial real estate loans	3.90		4.99			3.99			5.92			5.82		
Construction and land development	0.42		0.52			0.43			0.43			0.43		i -
Multifamily	0.99		1.16			0.95			1.31			1.09		i
Nonfarm nonresidential	2.49		3.30			2.61			4.17			4.30		i
Real estate loans secured by farmland	0		0			0			0.04			0.04		

SAINT PETERSBURG, FL

City/State

 3815157
 6
 9
 FR BHCPR Page 7A of 23

 RSSD Number
 FR Dist.
 Peer #
 Page 7A of 23

# **Loan Mix and Analysis of Concentrations of Credit**

	0	6/30/2021		06	5/30/2020		12	2/31/2020		12	2/31/2019		1:	2/31/2018	
	BHC	Peer # 9	Pct												
Loan Mix, Percent of Gross Loans and Leases									•		•				
Real estate loans	29.75			32.17			31.08			31.71			28.66		1
Real estate loans secured by 1–4 family	18.55			19.96			19.18			18.91			16.49		
Revolving	0.06			0.10			0.08			0.10			0.11		
Closed-end	18.48			19.86			19.10			18.81			16.37		
Commercial real estate loans	8.03			9.02			8.38			9.51			9.41		1
Construction and land development	0.87			0.95			0.90			0.70			0.70		ı
1–4 family	0.06			0.08			0.11			0.04			0		ı
Other	0.81			0.87			0.79			0.66			0.70		ı
Multifamily	2.03			2.10			2			2.11			1.75		ı
Nonfarm nonresidential	5.13			5.97			5.48			6.70			6.96		ı
Owner-occupied				0			0			0			0		ı
Other	5.13			5.97			5.48			6.70			6.96		ı
Real estate loans secured by farmland	0			0			0			0.06			0.07		ı
Loans to depository institutions and acceptances of other banks				0			0			0			0		ı
Commercial and industrial loans	31.57			32.02			31.69			32.80			34.11		ı
Loans to individuals	16.18			11.93			14.20			11.36			10.79		ı
Credit card loans	0			0			0			0			0		
Agricultural loans	0			0			0			0			0		
Other loans and leases	22.51			23.87			23.03			24.13			26.44		
Loans and Leases, Percent of Tier 1 Capital + ALLL (CECL transition adjusted) Real estate loans	111.82			118.74			114.39		l	122.72			119.33		
Real estate loans secured by 1–4 family				73.65			70.58			73.19			68.65		
Revolving				0.37			0.30			0.40			0.47		
Closed-end				73.28			70.29			72.79			68.18		
Commercial real estate loans				33.30			30.83			36.80			39.19		
Construction and land development				3.50			3.32			2.70			2.92		
1–4 family	0.23			0.30			0.40			0.15			0		
Other	3.04			3.21			2.92			2.55			2.92		
Multifamily	7.63			7.76			7.36			8.16			7.30		i
Nonfarm nonresidential	19.27			22.03			20.16			25.93			28.96		
Owner-occupied	0			0			0			0			0		ı
Other	19.27			22.03			20.16			25.93			28.96		
Real estate loans secured by farmland	0			0			0			0.25			0.29		
Loans to depository institutions and acceptances of other banks	0			0			0			0			0		1
Commercial and industrial loans				118.17			116.61			126.94			142.03		
Loans to individuals	60.82			44.04			52.27			43.95			44.94		ı
Credit card loans	0			0			0			0			0		ı
Agricultural loans				0			0			0			0		
Other loans and leases	84.60			88.11			84.75			93.38			110.08		L
Supplemental															
Non-owner occupied CRE loans / Gross loans	8.99			9.52			9.34			10.08			9.72		
Non-owner occupied CRE loans / Tier 1 capital + ALLL	7.00	·						<u> </u>						<u> </u>	
(CECL transition adjusted)	33.78			35.13			34.38			39			40.45		ī T
Total CRE loans / Tier 1 capital + ALLL (CECL transition adjusted)				35.13			34.38	1		39			40.45	1	<del></del>

SAINT PETERSBURG, FL

City/State

 FR BHCPR

Page 8 of 23

**Liquidity and Funding** 

Process of Total Assets   Poet # 9   Pot   BHC   Poer # 9   Pot		0	6/30/2021		06	5/30/2020		12	2/31/2020		1:	2/31/2019		1	2/31/2018	—
Percent of Total Assets				Pct			Pct			Pct			Pct		Peer # 9	Pct
Short-sem investments	rcent of Total Assets	Dilo	1 001 # 0	1 01	Dilo	1 001 # 0	1 01	Dilo	1 001 # 0	1 00	Dilo	1 001 # 3	1 00	Dilo	1 001 # 0	100
Liquid sassets		24.83			12 22			10.26			10.08			11 10	1	$\overline{}$
Investment securities.   2102														_		$\vdash$
Net loans and leanees.  48   54.52   46.88   61.66   51.29   Net loans, leases and standity letters of credit   48.04   54.59   46.84   61.77   61.40   Core deposits   51.55   54.37   50.10   54.61   54.58   Net loans, leases and standity letters of credit   48.04   54.59   46.94   61.77   61.40   Nencore funding   7.57   10.79   82.4   10.06   54.61   54.58   Nencore funding   7.57   10.79   82.4   10.06   67.79   Time deposits of \$250K or more   0.12   0.24   0.13   0.26   0.25   Net loan and repose   0.52   0.51   0.44   0.50   0.0   0   0   Net loan and repose   0.52   0.51   0.44   0.50   0.41   Net loan and repose   0.52   0.51   0.44   0.50   0.41   Net loan and repose   0.52   0.51   0.44   0.50   0.41   Net loan and repose   0.52   0.51   0.44   0.50   0.41   Net loan and repose within 1 year   0.0   0.0   0.0   0.0   0.0   Other borrowings wiremaining maturity of 1 year or less   1.48   0.06   1.61   2.20   2.29   Earning assests that reprice within 1 year   0.50   0.062   0.38   0.38   0.38   0.42   Net seems that reprice within 1 year   0.50   0.062   0.38   0.38   0.38   0.42   Net seems that reprice within 1 year   0.50   0.062   0.38   0.38   0.38   0.42   Net seems that reprice within 1 year   0.50   0.062   0.38   0.38   0.38   0.42   Net seems that reprice within 1 year   0.50   0.062   0.38   0.38   0.38   0.42   Net conceive funding dependence   0.56   0.57   0.57   0.57   0.57   Net conceive funding dependence   0.50   0.002   0.58   0.38   0.38   0.38   0.42   Net conceive funding dependence   0.50   0.002   0.50   0.002   0.0												1				-
Net foam, leases and standby letters of ruseld:												+				$\vdash$
State												+				$\vdash$
Noncore (funding	· · · · · · · · · · · · · · · · · · ·											1				$\vdash$
Time deposits of \$250K or more.	·											+				$\vdash$
Perceit Agoostis	<u> </u>											+				$\vdash$
Federal funds purchased and repos.   0.32   0.51   0.43   0.50   0.41	•															<del></del>
Secured lederal funds purchased   0   0   0   0   0   0   0   0   0	<u> </u>															<del></del>
Net federal funds purchased (sold)	·											+				$\vdash$
O	•				_						•	+				$\vdash$
Cher borrowings w/remaining maturity of 1 year or less	·											1				-
Earning assets that reprice within 1 year	mmercial paper	0			0			0			0			0		Щ.
Searing assets that reprice within 1 year   Searing assets assets that reprice within 1 year   Searing assets assets that reprice within 1 year   Searing assets assets asset assets asset		4.40	1		0.00	ı ı		4.04			0.00	1		0.00	ı	
Interest-bearing liabilities that reprice within 1 year	· , ,		-									1				<del></del>
1.49												1				<del></del>
Net assets that reprice within 1 year																<b>—</b>
Other Liquidity and Funding Ratios   -27.71	,															-
Net noncore funding dependence   27.71   2.88   3.29   0   3.37     Net short-term noncore funding dependence   36.14   1.16.45   1.12.70   9.43   1.10.44     Short-term investment / Short-term noncore funding   1,072.70   1,032.79   424.26   286.76   281.16     Liquid assets - short-term noncore funding / Nonliquid assets   66.16   35.14   34.13   22.55   22.30     Net loans and leases / Total deposits   99.043   96.01   90.52   107.77   108.99     Net loans and leases / Core deposits   93.11   100.28   93.57   112.92   111.47     Held-to-maturity securities appreciation (depreciation) / Tier 1 capital   1.14   1.14     Available-for-sale securities appreciation (depreciation) / Tier 1 capital   0.39   1.85   1.45   0.43   0.48     Percent of Investment Securities   99.97   99.92   99.95   99.65   99.65   99.12     U.S. Treasury securities   99.97   99.92   99.95   99.65   99.65   99.12     U.S. grasury securities   0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	t assets that reprice within 1 year	57.62			55.10			56.73			60.11			64.96		
Net noncore funding dependence. 27.71   2.88   3.29   0   3.37    Net short-term noncore funding dependence. 36.14   1.645   1.12.70   9.943   1.044    Short-term investment / Short-term noncore funding. 1,072.70   1,032.79   424.26   286.76   281.16    Liquid assets - short-term noncore funding / Nonliquid assets   66.16   35.14   34.13   22.55   22.30    Net loans and leases / Total deposits   99.043   96.01   90.52   107.77   108.99    Net loans and leases / Core deposits   99.11   100.28   93.57   112.92   111.47    Held-to-maturity securities appreciation (depreciation) / Tier 1 capital   1.00.28   1.85   1.45   0.43   0.48    National part of Investment Securities appreciation (depreciation) / Tier 1 capital   0.39   1.85   1.45   0.43   0.48    Percent of Investment Securities   99.97   99.92   99.95   99.65   99.65   99.12    U.S. Treasury securities (excluding mortgage-backed securities)   0   0   0   0   0    U.S. Treasury securities (excluding mortgage-backed securities)   0   0   0   0   0    Mortgage-backed securities   0   0   0   0   0   0   0    Mortgage-backed securities   0   0   0   0   0   0   0    Mortgage-backed securities   0   0   0   0   0   0   0    Mortgage-backed securities   0   0   0   0   0   0   0    Mortgage-backed securities   0   0   0   0   0   0   0    Mortgage-backed securities   0   0   0   0   0   0   0    Mortgage-backed securities   0   0   0   0   0   0   0    Mortgage-backed securities   0   0   0   0   0   0   0   0    Mortgage-backed securities   0   0   0   0   0   0   0   0    Mortgage-backed securities   0   0   0   0   0   0   0   0   0    Mortgage-backed securities   0   0   0   0   0   0   0   0   0																
Net short-term noncore funding dependence	• •						-									
Short-term investment / Short-term noncore funding   1,072.70   1,032.79   424.26   286.76   281.16   1,002.00   1,003.79   424.26   286.76   281.16   1,002.00   1,003.279   424.26   286.76   281.16   1,002.00   1,002.00   1,003.279   424.26   286.76   281.16   1,002.00   1,003.279   424.26   286.76   281.16   1,002.00   1,003.279   1,003.279   424.26   286.76   281.16   1,002.00   1,003.279   1,003.29   1,003.29   1,003.29   1,003.279   1,003.279   1,003.279   1,003.29   1,003.279   1,003.279   1,003.29   1,003.279   1,003.279   1,003.29   1,003.279   1,003.279   1,003.29   1,003.279   1,003.29   1,003.279   1,003.29   1,003.279   1,003.29   1,00																-
Liquid assets - short-term noncore funding / Nonliquid assets   66.16   35.14   34.13   22.55   22.90     Net loans and leases / Total deposits   90.43   96.01   90.52   107.77   108.99     Net loans and leases / Core deposits   93.11   100.28   93.57   112.92   111.47     Held-to-maturity securities appreciation (depreciation) / Tier 1 capital   0.39   1.85   1.45   0.43   -0.68     Structured notes appreciation (depreciation) / Tier 1 capital   0.39   1.85   1.45   0.43   -0.68     Structured notes appreciation (depreciation) / Tier 1 capital   0.39   1.85   1.45   0.43   -0.68     Structured notes appreciation (depreciation) / Tier 1 capital   0.39   1.85   0.40   0.40   0.40     Percent of Investment Securities   0   0   0   0   0   0     Percent of Investment Securities   0   0   0   0   0   0   0     U.S. areasury securities   99.97   99.92   99.95   99.65   99.12     U.S. areasury securities (seciluding mortgage-backed securities)   0   0   0   0   0   0   0     Municipal securities (securities (seciluding mortgage-backed securities)   0   0   0   0   0   0   0   0     Mortgage-backed securities   68.03   97.72   92.76   996.41   996.03   0.00   0   0   0   0   0   0   0   0	ě ,															<u> </u>
Net loans and leases / Total deposits	ort-term investment / Short-term noncore funding															
Net loans and leases / Core deposits	uid assets - short-term noncore funding / Nonliquid assets															
Held-to-maturity securities appreciation (depreciation) / Tier 1 capital.   0.39   1.85   1.45   0.43   -0.68	t loans and leases / Total deposits															L_
Available-for-sale securities appreciation (depreciation) / Tier 1 capital	t loans and leases / Core deposits	93.11			100.28			93.57			112.92			111.47		
Percent of Investment Securities	ld-to-maturity securities appreciation (depreciation) / Tier 1 capital															
Percent of Investment Securities	ailable-for-sale securities appreciation (depreciation) / Tier 1 capital	0.39			1.85			1.45			0.43			-0.68		
Held-to-maturity securities	uctured notes appreciation (depreciation) / Tier 1 capital															
Held-to-maturity securities																
Available-for-sale securities	rcent of Investment Securities															
U.S. Treasury securities       31.94       2.19       7.19       3.23       3.09         US agency securities (excluding mortgage-backed securities)       0	ld-to-maturity securities				_						_			_		
US agency securities (excluding mortgage-backed securities)  0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	ailable-for-sale securities	99.97			99.92			99.95			99.65			99.12		
Municipal securities         0         0         0         0         0         0           Mortgage-backed securities         68.03         97.72         92.76         96.41         96.03           Asset-backed securities         0         0         0         0         0         0           Other debt securities         0         0         0         0         0         0         0           Mutual funds and equity securities         0.03         0.08         0.05         0.35         0.88           Debt securities 1 year or less         31.97         2.06         7.29         4.52         4.86           Debt securities 1 to 5 years         3.05         4.04         2.39         7.80         8.98           Debt securities over 5 years         64.96         93.82         90.27         87.33         85.29           Pledged securities         0.77         2.32         1.45         3.59         3.70           Structured notes, fair value         0         0         0         0         0         0         0	S. Treasury securities	31.94			2.19			7.19			3.23			3.09		
Mortgage-backed securities         68.03         97.72         92.76         96.41         96.03           Asset-backed securities         0         0         0         0         0         0           Other debt securities         0         0         0         0         0         0         0           Mutual funds and equity securities         0.03         0.08         0.05         0.35         0.88           Debt securities 1 year or less         31.97         2.06         7.29         4.52         4.86           Debt securities 1 to 5 years         3.05         4.04         2.39         7.80         8.98           Debt securities over 5 years         64.96         93.82         90.27         87.33         85.29           Pledged securities         0.77         2.32         1.45         3.59         3.70           Structured notes, fair value         0         0         0         0         0         0         0	agency securities (excluding mortgage-backed securities)	0			0			0			0			0		
Mortgage-backed securities         68.03         97.72         92.76         96.41         96.03           Asset-backed securities         0 <td< th=""><th>nicipal securities</th><th>0</th><th></th><th></th><th>0</th><th></th><th></th><th>0</th><th></th><th></th><th>0</th><th></th><th></th><th>0</th><th></th><th></th></td<>	nicipal securities	0			0			0			0			0		
Other debt securities         0		68.03			97.72			92.76			96.41			96.03		
Mutual funds and equity securities         0.03         0.08         0.05         0.35         0.88           Debt securities 1 year or less         31.97         2.06         7.29         4.52         4.86           Debt securities 1 to 5 years         3.05         4.04         2.39         7.80         8.98           Debt securities over 5 years         64.96         93.82         90.27         87.33         85.29           Pledged securities         0.77         2.32         1.45         3.59         3.70           Structured notes, fair value         0         0         0         0         0         0         0	set-backed securities	0			0			0			0			0		
Debt securities 1 year or less         31.97         2.06         7.29         4.52         4.86           Debt securities 1 to 5 years         3.05         4.04         2.39         7.80         8.98           Debt securities over 5 years         64.96         93.82         90.27         87.33         85.29           Pledged securities         0.77         2.32         1.45         3.59         3.70           Structured notes, fair value         0         0         0         0         0         0	ner debt securities	0			0			0			0			0		
Debt securities 1 year or less   31.97   2.06   7.29   4.52   4.86		0.03			0.08			0.05			0.35			0.88		
Debt securities 1 to 5 years         3.05         4.04         2.39         7.80         8.98           Debt securities over 5 years         64.96         93.82         90.27         87.33         85.29           Pledged securities         0.77         2.32         1.45         3.59         3.70           Structured notes, fair value         0         0         0         0         0         0           Percent Change from Prior Like Quarter	• ,								•			•				
Debt securities 1 to 5 years         3.05         4.04         2.39         7.80         8.98           Debt securities over 5 years         64.96         93.82         90.27         87.33         85.29           Pledged securities         0.77         2.32         1.45         3.59         3.70           Structured notes, fair value         0         0         0         0         0         0           Percent Change from Prior Like Quarter	bt securities 1 year or less	31.97			2.06			7.29			4.52			4.86		
Debt securities over 5 years.         64.96         93.82         90.27         87.33         85.29           Pledged securities.         0.77         2.32         1.45         3.59         3.70           Structured notes, fair value.         0         0         0         0         0         0           Percent Change from Prior Like Quarter		3.05			4.04			2.39			7.80			8.98		
Pledged securities         0.77         2.32         1.45         3.59         3.70           Structured notes, fair value         0         0         0         0         0         0           Percent Change from Prior Like Quarter	•				93.82											
Structured notes, fair value	•															
Percent Change from Prior Like Quarter	=															
												1			1	
	rcent Change from Prior Like Quarter															
Short-term investments   159.92     45.76     36.08     -5.39     8.20	ort-term investments	159.92			45.76		1	36.08			-5.39			8.20		
Investment securities. 109.17 87.70 158.39 14.39 14.13																
Core deposits												+				_
Cole deposits         21.31         12.30         22.01         3.46         13.17           Noncore funding         -5.86         43.78         9.16         19.48         -13.79	·											+				

SAINT PETERSBURG, FL

City/State

 FR BHCPR

Page 9 of 23

### **Derivatives and Off-Balance-Sheet Transactions**

Dollar Amount in Thousands	06/30/2021	06/30/2020	12/31/2020	12/31/2019	12/31/2018
Loan commitments (reported semiannually, June/Dec)	18,645,163	14,193,529	15,882,785	12,791,008	10,394,291
Commit: Secured commercial real estate loans	413,077	568,001	487,012	559,244	595,261
Commit: Unsecured real estate loans	223,699	228,315	189,777	250,872	107,902
Credit card lines (reported semiannually, June/Dec)	0	0	0	0	0
Securities underwriting	7,296	133,762	2,720	0	0
Standby letters of credit	23,560	30,464	31,423	45,090	44,903
Commercial and similar letters of credit	0	0	0	0	0
Securities lent	95,959	77,563	57,862	229,490	316,237
Credit derivatives - notional amount (holding company as guarantor)	525,899	479,196	512,929	2,118	10,389
Credit derivatives - notional amount (holding company as beneficiary)	0	0	0	0	0
Credit derivative contracts w/ purchased credit protection-investment grade	348,127	195,267	363,455	0	0
Credit derivative contracts w/ purchased credit protection-noninvest grade	176,991	281,821	147,365	0	0
Derivative Contracts					
Interest rate futures and forward contracts	7,467,582	8,126,272	10,098,403	4,586,722	52,382
Written options contracts (interest rate)	0	0	0	0	0
Purchased options contracts (interest rate)	0	0	0	0	0
Interest rate swaps	10,245,708	10,349,561	9,755,552	9,388,430	9,381,541
Futures and forward foreign exchange	1,676,226	1,473,952	1,543,245	1,434,901	1,346,395
Written options contracts (foreign exchange)	0	0	0	0	0
Purchased options contracts (foreign exchange)	0	0	0	0	0
Foreign exchange rate swaps	0	0	0	22,874	23,974
Commodity and other futures and forward contracts	53,293	39,246	71,145	6,479	11,164
Written options contracts (commodity and other)	0	0	0	0	0
Purchased options contracts (commodity and other)	0	0	0	0	0
Commodity and other swaps	0	0	0	0	0

	BHC	Peer # 9	Pct												
Percent of Total Assets															
Loan commitments (reported semiannually, June/Dec)	32.62			31.77			29.60			31.85			26.97		
Standby letters of credit	0.04			0.07			0.06			0.11			0.12		
Commercial and similar letters of credit	0			0			0			0			0		
Securities lent	0.17			0.17			0.11			0.57			0.82		
Credit derivatives - notional amount (holding company as guarantor)	0.92			1.07			0.96			0.01			0.03		
Credit derivatives - notional amount (holding company as beneficiary)	0			0			0			0			0		
Credit derivative contracts w/ purchased credit protection-investment grade	0.61			0.44			0.68			0			0		
Credit derivative contracts w/ purchased credit protection-noninvest grade	0.31			0.63			0.27			0			0		
Derivative contracts	34.01			44.74			40.01			38.45			28.06		
Interest rate contracts	30.99			41.35			37			34.80			24.48		
Interest rate futures and forward contracts	13.06			18.19			18.82			11.42			0.14		
Written options contracts (interest rate)	0			0			0			0			0		
Purchased options contracts (interest rate)	0			0			0			0			0		
Interest rate swaps	17.92			23.16			18.18			23.38			24.34		
Foreign exchange contracts	2.93			3.30			2.88			3.63			3.56		
Futures and forward foreign exchange contracts	2.93			3.30			2.88			3.57			3.49		
Written options contracts (foreign exchange)	0			0			0			0			0		
Purchased options contracts (foreign exchange)	0			0			0			0			0		
Foreign exchange rate swaps	0			0			0			0.06			0.06		
Equity, commodity, and other derivative contracts	0.09			0.09			0.13			0.02			0.03		
Commodity and other futures and forward contracts	0.09			0.09			0.13			0.02			0.03		
Written options contracts (commodity and other)	0			0			0			0			0		
Purchased options contracts (commodity and other)	0			0			0			0			0		
Commodity and other swaps	0			0			0			0			0		
Percent of Average Loans and Leases															
Loan commitments (reported semiannually, June/Dec)	69.82			56.75			63.57			52.56			45.47		

SAINT PETERSBURG, FL

BHC Name City/State

 3815157
 6
 9
 FR BHCPR Page 10 of 23

 RSSD Number
 FR Dist.
 Peer #
 Page 10 of 23

#### **Derivative Instruments**

Dollar Amount in Thousands	06/30/2021	06/30/2020	12/31/2020	12/31/2019	12/31/2018
Notional Amount					
Derivative contracts	19,442,809	19,989,031	21,468,345	15,439,406	10,815,456
Interest rate contracts	17,713,290	18,475,833	19,853,955	13,975,152	9,433,923
Foreign exchange contracts	1,676,226	1,473,952	1,543,245	1,457,775	1,370,369
Equity, commodity, and other contracts	53,293	39,246	71,145	6,479	11,164
Derivatives Position					
Futures and forwards	9.197.101	9,639,470	11,712,793	6.028.102	1,409,941
Written options.	0	0	0	0	0
Exchange-traded	0	0	0	0	0
Over-the-counter	0	0	0	0	0
Purchased options	0	0	0	0	0
Exchange-traded	0	0	0	0	0
Over-the-counter	0	0	0	0	0
Swaps	10,245,708	10,349,561	9,755,552	9,411,304	9,405,515
Held for trading	0	0	0	0	6,154,330
Interest rate contracts	0	0	0	0	6,130,356
Foreign exchange contracts	0	0	0	0	23,974
Equity, commodity, and other contracts	0	0	0	0	0
Non-traded	19.442.809	19,989,031	21,468,345	15,439,406	4.661.126
Interest rate contracts	17,713,290	18,475,833	19,853,955	13,975,152	3,303,567
Foreign exchange contracts	1,676,226	1,473,952	1,543,245	1,457,775	1,346,395
Equity, commodity, and other contracts	53,293	39,246	71,145	6,479	11,164
Desiration and the desiration for the second EV 44 days and EV	20,031,562	20,681,771	22,062,426	15,432,927	10,804,292
Derivative contracts (excluding futures and FX 14 days or less)	9.812.842	10,249,538	12.290.773	6.278.397	1,677,628
One year or less	- / - / -	, ,	,, -	2.849.855	
Over 1 year to 5 years	3,988,589	3,870,753	3,904,780	77	2,454,107
Over 5 years	6,230,131	6,561,480	5,866,873	6,304,675	6,672,557
Gross negative fair value (absolute value)	346.228	534.905	448.135	377.322	286.043
Gross positive fair value.	386,334	605,141	496,048	376,525	252,313
Held for trading.	0	0	0	0	63,794
Non-traded	386.334	605.141	496.048	376.525	188,519
Current credit exposure on risk-based capital derivative contracts	386,335	605,141	496,048	357,900	203,416
Credit losses on derivative contracts	0	94	792	15	0
Part Due Desirative Instruments Fair Value					
Past Due Derivative Instruments Fair Value	2.1	0.1	0.1	0.1	
30–89 days past due	0	0	0	0	0
90+ days past due	0	0	0	0	0

SAINT PETERSBURG, FL

City/State

 3815157
 6
 9
 FR BHCPR Page 11 of 23

 RSSD Number
 FR Dist.
 Peer #
 Page 11 of 23

### **Derivatives Analysis**

	0	6/30/2021		O.	6/30/2020		13	2/31/2020		11	2/31/2019		12	2/31/2018	
	BHC	Peer # 9	Pct		Peer # 9	Pct		Peer # 9	Pct		Peer # 9	Pct		Peer # 9	Pct
Percent of Notional Amount	Billo	1 001 11 0	1 00	Billo	11 001 11 0	1 00	Billo	11 001 11 0	1 01	Dilo	11 001 11 0	1	Dilo	1 001 11 0	1 00
Interest rate contracts	91.10	1		92.43			92.48			90.52			87.23		i
Foreign exchange contracts				7.37			7.19			9,44			12.67		
Equity, commodity, and other contracts				0.20			0.33			0.04			0.10		ĺ
=quity, solitions, and onto solitions		1		0.20											
Futures and forwards	47.30			48.22			54.56			39.04			13.04		
Written options	. 0			0			0			0			0		
Exchange-traded	. 0			0			0			0			0		i
Over-the-counter	. 0			0			0			0			0		i i
Purchased options	. 0			0			0			0			0		1
Exchange-traded	. 0			0			0			0			0		1
Over-the-counter				0			0			0			0		1
Swaps	. 52.70			51.78			45.44			60.96			86.96		
Held for trading				0			0			0			56.90		L
Interest rate contracts				0			0			0			56.68		1
Foreign exchange contracts	. 0			0			0			0			0.22		1
Equity, commodity, and other contracts	. 0			0			0			0			0		1
Non-traded				100			100			100			43.10		
Interest rate contracts				92.43			92.48			90.52			30.54		
Foreign exchange contracts				7.37			7.19			9.44			12.45		
Equity, commodity, and other contracts	. 0.27			0.20			0.33			0.04			0.10		
		1													
Derivative contracts (excluding futures and forex 14 days or less)				103.47			102.77			99.96			99.90		<del>                                     </del>
One year or less				51.28			57.25			40.66			15.51		<del></del>
Over 1 year to 5 years				19.36			18.19			18.46			22.69		<b>—</b>
Over 5 years				32.83			27.33			40.83			61.69		<b>—</b>
Gross negative fair value (absolute value)				2.68			2.09			2.44			2.64		<del></del>
Gross positive fair value	. 1.99			3.03			2.31			2.44		$\perp$	2.33		
Developed of Time 4 Comitted															
Percent of Tier 1 Capital	0.05	1		0.08			0.07	1		0.06	1		0.05		_
Gross negative fair value, absolute value (X)				0.08			0.07			0.06			0.05		
Gross positive fair value (X)				0.10			0.08			0.08			0.03		
Held for trading (X)				0.10			0.08			0.06			0.01		
Non-traded (X)				0.10			0.08			0.06			0.03		
Credit losses on derivative contracts				0.10			0.00			0.00			0.04		T
Credit losses on derivative contracts				0			0.01			<u> </u>			<u> </u>		
Past Due Derivative Instruments Fair Value															
30–89 days past due	. 0			0			0			0			0		
90+ days past due				0			0			0			0		ſ
oor dayo paot ado				0			0			0					
Other Ratios															
Current credit exposure / Risk-weighted assets	1.34			2.36			1.78			1.42			0.87		
Current Groun Capacitic / Maix Weighted access				2.50			1.70			1.72	l		0.01		

SAINT PETERSBURG, FL

City/State

 3815157
 6
 9
 FR BHCPR Page 12 of 23

 RSSD Number
 FR Dist.
 Peer #
 Page 12 of 23

### **Allowance and Net Loan and Lease Losses**

Dollar Amount in Thousands	06/30	/2021	06	6/30/2020		12	2/31/2020	12	2/31/2019		12/31/2018	8
Change: Allowance for Loan and Lease Losses excluding ATTR				.,	<u> </u>							
Beginning balance		409,061		22	6,003		226,003		229,4	191		202,07
Gross losses		8,204		7	4,398		108,844		10,8	381		15,65
Write-downs, transfers to loans held-for-sale		2,495		6	1,087		87,022		2,	560		8,73
Recoveries		1,325			602		2,431		1,1	268		2,43
Net losses		6,879		7	3,796		106,413		9,0	613		13,22
								•				
Provision for loan and lease losses		-49,606		19	0,687		253,977		5,4	183		41,74
Adjustments		710			-398		35,494		(	642		-1,11
Ending balance		353,286		34	2,496		409,061		226,0	003		229,49
Memo: Allocated transfer risk reserve (ATRR)		187			131		136			203		78
	BHC Pe	er#9 Pct	BHC	Peer # 9	Pct	BHC	Peer # 9 Pct	BHC	Peer # 9 F	ct BHC	Peer #	9 Pct
Analysis Ratios	•				•			•	•	•		
Provision for loan and lease losses / Average assets	-0.18		0.86			0.55		0.01		0.1	_	
Provision for loan and lease losses / Average loans and leases	-0.37		1.52			1.02		0.02		0.1	.8	
Provision for loan and lease losses / Net loan and lease losses	-721.12		258.40			238.67		57.04		315.8	30	
Allowance for loan and lease losses / Total loans and leases not held for sale.	1.28		1.39			1.61		0.91		0.9		_
Allowance for loan and lease losses / Total loans and leases	1.27		1.39			1.60		0.90		0.9	_	—
Allowance for loan and lease losses / Net loans and leases losses (X)	25.68		2.32			3.84		23.51		17.3		_
Allowance for loan and lease losses / Nonaccrual assets	702.27		803.52			897.28		412.63		407.7		
ALLL / 90+ days past due + nonaccrual loans and leases	549.07		594.72			710.45		317.69		350.8	<del>6</del>	
												_
Gross loan and lease losses / Average loans and leases	0.06		0.59	<b>-</b>		0.44		0.04		0.0		_
Recoveries / Average loans and leases	0.01		0.50	-		0.01		0.01		0.0		_
Net losses / Average loans and leases	0.05		0.59 0.24	-		0.43		0.04		0.0		-
Write-downs, transfers to loans held-for-sale / Average loans and leases	1.22		5.53			22.34		8.10		8.7		_
Recoveries / Prior year-end losses	115.38		8.19	<del>                                     </del>		12.54		145.13		103.2	_	_
Earnings coverage of het loan and lease losses (A)	115.56		0.19			12.34		140.13		103.2	.5	
Net Loan and Lease Losses By Type												
Real estate loans	0.08		0.02			0.01		0.06		-0.0	)3	$\overline{}$
Real estate loans secured by 1–4 family	-0.01		-0.02			-0.04		-0.01		-0.0		-
Revolving	0		0.02			0.01		0.01		-0.1		
Closed-end.	-0.01		-0.02			-0.04		-0.01		-0.0	_	
Commercial real estate loans	0.33		0.11			0.14		0.22			0	
Construction and land development	0		0			0		0			0	
1–4 family	0		0			0		0			0	
Other	0		0			0		0			0	
Multifamily	0		0			0		0			0	
Nonfarm nonresidential	0.51		0.17			0.22		0.32			0	
Owner-occupied	0		0			0		0			0	
Other	0.51		0.17			0.22		0.32			0	
Real estate loans secured by farmland								0			0	
Commercial and industrial loans	0.06		1.78	1		1.19		0.03		0.1	1	
Loans to individuals	0.00		1.70			1.19		0.03	<del>                                     </del>	0.1	-	+
Credit card loans									<del>                                     </del>		+	+
				<del>                                     </del>							+	_
Agricultural loans				<del>                                     </del>							+	-
Loans to totalgit governments and institutions	0.03		0.09			0.15		0.04		0.1		-

SAINT PETERSBURG, FL

0.10

0.67

0.75

0.20

15.67

City/State

 3815157
 6
 9
 FR BHCPR Page 13 of 23

 RSSD Number
 FR Dist.
 Peer #
 Page 13 of 23

#### **Past Due and Nonaccrual Assets**

Dollar Amount in Thousands	06/3	30/2021	0	6/30/2020		1	2/31/2020		12	/31/2019	1	2/31/2018	
30+ Days Past Due and Nonaccrual Assets													
30–89 days past due loans and leases		3,99			4,183			4,904		29,924			11,381
90+ days past due loans and leases		14,010	)	1	14,948		1	1,974		16,319	)		8,939
Nonaccrual loans and leases		50,333	3	4	12,641		4	5,604		54,820	)		56,470
Total past due and nonaccrual loans and leases		68,334		(	61,772		6	2,482		101,063	3		76,790
Restructured 30–89 days past due		(	)		0			732		(			441
Restructured 90+ days past due		(	)		482			0		700	)		661
Restructured nonaccrual		17,504	!		15,468		1	8,885		33,344			9,066
Total restructured loans and leases		17,504			15,950			9,617		34,044			10,168
30–89 days past due loans held for sale		1,264			0			0		(	.		0
90+ days past due loans held for sale		.,20			0			0		(			
Nonaccrual loans held for sale		(			0			0		(			
Total past due and nonaccrual loans held for sale		1,264			0			0					
Restructured loans and leases in compliance		4.766	_		9.098			8.520		19.205	_		21.829
Other real estate owned		262			1,849			751		2,928	_		4,748
Other Assets													
			· I		0			0		(			(
30–89 days past due					0			0			_		
90+ days past due					0			0		(	_		
Nonaccrual		(						_			_		
Total other assets past due and nonaccrual			)		0			0		(			C
	BHC F	Peer # 9 Pct	BHC	Peer # 9	Pct	BHC	Peer # 9	Pct	BHC	Peer # 9 Pct	BHC	Peer # 9	Pct
Percent of Loans and Leases							1				1		
30–89 days past due loans and leases	0.01		0.02			0.02			0.12		0.05		
90+ days past due loans and leases	0.05		0.06			0.05			0.07		0.04		
Nonaccrual loans and leases	0.18		0.17			0.18			0.22		0.24		
90+ days past due and nonaccrual loans and leases	0.23		0.23			0.23			0.28		0.27		
30-89 days past due restructured	0		0			0			0		C		
90+ days past due restructured	0		0			0			0		0		
Nonaccrual restructured	0.06		0.06			0.07	•		0.13		0.04		
30–89 days past due loans held for sale	0		0			0			0		0	l.	
90+ days past due loans held for sale	0		0			0			0		0	1	
Nonaccrual loans held for sale	0		0			0			0		C		
Percent of Loans and Leases and Other Assets													
									0.12		0.05	1	1
30+ Days Past Due and Nonaccrual	0.04		0.00										
80+ Days Past Due and Nonaccrual 30–89 days past due assets	0.01		0.02			0.02			_		0.05		
30+ Days Past Due and Nonaccrual 30-89 days past due assets	0.05		0.06			0.05			0.07		0.04		
30+ Days Past Due and Nonaccrual 30–89 days past due assets 90+ days past due assets Nonaccrual assets									_				
30+ Days Past Due and Nonaccrual 30–89 days past due assets 90+ days past due assets Nonaccrual assets 30+ days past due and nonaccrual assets	0.05 0.18		0.06 0.17			0.05 0.18			0.07 0.22		0.04 0.24		
30+ Days Past Due and Nonaccrual 30-89 days past due assets 90+ days past due assets Nonaccrual assets 30+ days past due and nonaccrual assets Percent of Total Assets	0.05 0.18		0.06 0.17			0.05 0.18			0.07 0.22		0.04 0.24		
30+ Days Past Due and Nonaccrual 30-89 days past due assets	0.05 0.18 0.25		0.06 0.17 0.25			0.05 0.18 0.24			0.07 0.22 0.40		0.04 0.24 0.32		

0.12

15.79

0.74

0.81

0.22

0.10

13.59

0.72

0.80

0.22

0.19

34.36

1.10

1.20

0.31

Tier 1 capital + allowance for loan and lease losses.....

Loans and leases + other real estate owned ......

0.22

36.67

1.32

1.47

0.35

RAYMOND	JAMES	FINANCIAL.	, INC
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SAINT PETERSBURG, FL

City/State

 3815157
 6
 9
 FR BHCPR Page 13A of 23

 RSSD Number
 FR Dist.
 Peer #
 Page 13A of 23

### Past Due and Nonaccrual Loans and Leases

	]	06	/30/2021		06	5/30/2020		12	2/31/2020		1:	2/31/2019		1	2/31/2018	$\neg$
		BHC	Peer # 9	Pct	BHC	Peer # 9	Pct	BHC	Peer # 9	Pct	BHC	Peer # 9	Pct	BHC	Peer # 9	Pct
30+ Days Past Due and Percent of Loan Type	d Nonaccrual Loans and Leases as a															
Real estate	30–89 days past due	0.03			0.05			0.04			0.02			0.05		
	90+ days past due	0			0			0			0			0		
	Nonaccrual	0.51			0.25			0.35			0.28			0.30		
Commercial																
and industrial	30–89 days past due	0.01			0			0			0			0		
	90+ days past due	0			0			0			0			0		
	Nonaccrual	0.01			0.03			0.02			0.20			0.33		
Individuals	30–89 days past due	0			0			0			0			0		
	90+ days past due	0.01			0			0			0			0		
	Nonaccrual	0			0			0			0			0		
Depository																
institution loans	30–89 days past due															
	90+ days past due															
	Nonaccrual															
				•								•				
Agricultural	30-89 days past due															
· ·	90+ days past due															
	Nonaccrual															
			•	•		•			•			•				
Foreign governments	30–89 days past due															
3 3 3	90+ days past due															
	Nonaccrual															
			<u>'</u>	'			'									
Other loans and leases	30–89 days past due	0.01			0.01			0.03			0.48			0.13		
	90+ days past due	0.22			0.25			0.20			0.27			0.14		
	Nonaccrual	0.11			0.34			0.29			0.27			0.14		
		J1			0.01			0.20			U.21	·		V.111		$\overline{}$

Note: 30-89 Days past due amounts and ratios are confidential prior to March 2001.

SAINT PETERSBURG, FL

City/State

 3815157
 6
 9
 FR BHCPR Page 13B of 23

 RSSD Number
 FR Dist.
 Peer #
 Page 13B of 23

### Past Due and Nonaccrual Loans and Leases—Continued

	Г	06	5/30/2021		06	/30/2020		12	2/31/2020		13	2/31/2019		10	2/31/2018	
				Pct		Peer # 9	Pct		Peer # 9	Pct			Pct		Peer # 9	Pct
Memoranda		Dilo	1 001 11 0	1 01	Di lo	1 001 11 0	1 00	Billo	1. 00. 11 0		Billo	11 001 11 0		Bilo	1 001 11 0	1.00
1–4 family	30-89 days past due	0.05			0.08			0.06			0.03			0.08		$\Box$
	90+ days past due	0			0			0			0			0	i	
	Nonaccrual	0.29			0.28			0.29			0.32			0.51		+
	Trondonadi	0.20			0.20			0.20			0.02			0.01		_
Revolving	30–89 days past due	0			0			0		Т	0		T	0		
. to rottining	90+ days past due	0			0			0			0			0		
	Nonaccrual	0			0			0			0			0		+
			<u> </u>						l l							
Closed-end	30–89 days past due	0.05			0.08			0.06			0.03			0.08		
	90+ days past due	0			0			0			0			0		
	Nonaccrual	0.29			0.28			0.29			0.32			0.52		
Junior lien	30–89 days past due	0			0			0			0			0		
	90+ days past due	0			0			0			0			0		
	Nonaccrual	0			0			0			0			0	i	
				<u> </u>												
Commercial real estate	30–89 days past due	0			0			0			0			0		
	90+ days past due	0			0			0			0			0		
	Nonaccrual	1.22			0.28			0.63			0.29			0		
Construction																
and development	30–89 days past due	0			0			0			0			0		
	90+ days past due	0			0			0			0			0		
	Nonaccrual	0			0			0			0			0		
1-4 family	30–89 days past due	0			0			0			0			0		
	90+ days past due	0			0			0			0			0		
	Nonaccrual	0			0			0			0			0		
Other	30–89 days past due	0			0			0			0			0		
	90+ days past due	0			0			0			0			0		
	Nonaccrual	0			0			0			0			0		
Multifamily	30-89 days past due	0			0			0			0			0	i	$\Box$
•	90+ days past due	0			0			0			0			0	ĺ	
	Nonaccrual	0			0			0			0			0	ĺ	
					•											
Nonfarm non-residential	30-89 days past due	0			0			0			0			0	i	
	90+ days past due	0			0			0			0			0		
	Nonaccrual	1.91			0.43			0.96			0.41			0		
Owner Occupied	30–89 days past due	0			0			0			0			0	1	
•	90+ days past due	0			0			0			0			0	1	
	Nonaccrual	0			0			0			0			0	1	
Other	30–89 days past due	0			0			0			0			0	1	
	90+ days past due	0			0			0			0			0	1	
	Nonaccrual	1.91			0.43			0.96			0.41			0	1	
Farmland	30-89 days past due										0			0		
	90+ days past due										0			0		
	Nonaccrual										0			0		
Credit card	30–89 days past due															
	90+ days past due															
	Nonaccrual															
	·															

Note: 30-89 Days past due amounts and ratios are confidential prior to March 2001.

SAINT PETERSBURG, FL

City/State

 3815157
 6
 9
 FR BHCPR Page 14 of 23

 RSSD Number
 FR Dist.
 Peer #
 Page 14 of 23

# **Regulatory Capital Components and Ratios**

Dollar Amount in Thousands	06/30/2021	06/30/2020	12/31/2020	12/31/2019	12/31/2018
Common Equity Tier 1 Capital	·				·
Common stock plus related surplus	614,835	638,318	643,485	760,431	944,983
Retained earnings	7,257,695	6,325,698	6,703,125	6,086,721	5,235,764
Accumulated other comprehensive income (AOCI)	-9,797	1,002	16,511	-5,036	-38,840
Common equity tier 1 minority interest	0	0	0	0	(
Common equity tier 1 capital before adjustments/deductions	7,862,733	6,965,018	7,363,121	6,842,116	6,141,907
Common Equity Tier 1 Capital: Adjustments/Deductions					
Less: Goodwill, intangible assets, and deferred tax assets	802,591	556,054	774,069	569,770	599,267
Accumulated other comprehensive income-related adjustments	-9,651	32,489	23,795	11,019	-3,39
Other deductions from common equity tier 1 capital	0	0	0	0	
Subtotal:	7,069,793	6,376,475	6,565,257	6,261,327	5,546,03
Adjustments and deductions for common equity tier 1 capital	29,802	25,254	27,637	30,844	47,32
Common equity tier 1 capital	7,039,991	6,351,221	6,537,620	6,230,483	5,498,71
Additional Tier 1 Capital					
Additional tier 1 capital instruments and related surplus	0	0	0	0	1
Non-qualifying capital instruments	0	0	0	0	1
Fier 1 minority interest not included in common equity tier 1 capital	0	0	0	0	
Additional tier 1 capital before deductions	0	0	0	0	(
Less: Additional tier 1 capital deductions	29,802	25,254	27,637	30,844	47,32
Additional tier 1 capital	0	0	0	0	
Fier 1 Capital	7,039,991	6,351,221	6,537,620	6,230,483	5,498,71
Tier 2 Capital	77	-,,	-,,-	-,,	-,,
Fier 2 capital instruments and related surplus	0	0	0	0	
Non-qualifying capital instruments	0			0	
Fotal capital minority interest not included in tier 1 capital	0	0		0	
Allowance for loan and lease losses in tier 2 capital	342,408	310,139	322,767	234,155	238,75
Exited advanced approach eligible credit reserves			, , , , ,	,	
Jnrealized gains on AFS preferred stock classified as equity					
Fier 2 capital before deductions	342,408	310,139	322,767	234,155	238,75
Exited advanced approach tier 2 capital before deductions		0.0,.00	,		,
Less: Tier 2 capital deductions	0	0	0	0	
Tier 2 capital	342,408	310,139	322,767	234,155	238,75
Exited advanced approach tier 2 capital.	0.2,.00	0.0,.00	322,1.01	20 1,100	200,10
Total capital	7.382.399	6,661,360	6,860,387	6,464,638	5,737,46
Exited advanced approach total capital	: 10021000	5,551,555	3,000,001	3, 10 1,000	3,13.1,13
Total Assets for Capital Ratios					
Average total consolidated assets, adjusted	56,825,754	44,313,695	51,503,565	39,933,483	38,354,96
Less: Deductions from common equity tier 1 capital	832,394	581,309	801,706	600,614	646,58
Less: Other deductions.	0	0	0	0	3.0,00
Total assets for leverage ratio	55,993,360	43,732,386	50,701,859	39,332,869	37,708,37
Total risk-weighted assets.	28,825,800	25,592,564	27,895,623	25,171,952	23,276,200
Exited advanced approach total RWA	20,020,000	20,002,001	21,000,020	20,171,002	20,210,200
Exited davanced approach total (VV/V					
	BHC Peer # 9 Pct				
Capital Ratios					
Common equity tier 1 capital, column A	24.42	24.82	23.44	24.75	23.62
Common equity tier 1 capital, column B	0	0	0	0	0
Fier 1 capital, column A	24.42	24.82	23.44	24.75	23.62
Fier 1 capital, column B	0	0	0	0	0
Fotal capital, column A	25.61	26.03	24.59	25.68	24.65
Total capital, column B	0	0	0	0	0
Tier 1 leverage	12.57	14.52	12.89	15.84	14.58
Supplementary leverage ratio, advanced approaches HCs					

SAINT PETERSBURG, FL

City/State

 3815157
 6
 9
 FR BHCPR Page 15 of 23

 RSSD Number
 FR Dist.
 Peer #
 Page 15 of 23

#### **Insurance and Broker-Dealer Activities**

						Percent	Change
Dollar Amount in Thousands	06/30/2021	06/30/2020	12/31/2020	12/31/2019	12/31/2018	1-Year	5-Year
Insurance Activities							
Total insurance underwriting assets	0	0	0	0	0		
Total property and casualty assets	0	0	0	0	0		
Reinsurance recoverables (P/C)							
Total life and health assets	0	0	0	0	0		
Reinsurance recoverables (L/H)							
Separate account assets (L/H)	0	0	0	0	0		
Total insurance underwriting equity	0	0	0	0	0		
Total property and casualty equity	0	0	0	0	0		
Total life and health equity	0	0	0	0	0		
Total insurance underwriting net income	0	0	0	0	0		
Total property and casualty	0	0	0	0	0		
Total life and health	0	0	0	0	0		
Claims and claims adjusted expense reserves (P/C)	0	0	0	0	0		
Unearned premiums (P/C)	0	0	0	0	0		
Policyholder benefit and contractholder funds (L/H)	0	0	0	0	0		
Separate account liabilities (L/H)	0	0	0	0	0		
Insurance activities revenue	27,381	28,405	53,481	55,419	44,102	-3.60	40.44
Other insurance activities income	27,381	28,405	53,481	55,419	44,102	-3.60	40.44
Insurance and reinsurance underwriting income	0	0	0	0	0		
Premiums	0	0	0	0	0		
Credit related insurance underwriting	0	0	0	0	0		
Other insurance underwriting	0	0	0	0	0		
Insurance benefits, losses, expenses	0	0	0	0	0		
Net assets of insurance underwriting subsidiaries	0	0	0	0	0		
Life insurance assets	945,122	725,570	866,658	724,773	580,523	30.26	138.03

	0	6/30/2021		06	6/30/2020		12	2/31/2020		12	2/31/2019		12	2/31/2018	
	BHC	Peer # 9	Pct	BHC	Peer # 9	Pct	BHC	Peer # 9	Pct	BHC	Peer # 9	Pct	BHC	Peer # 9	Pct
Analysis Ratios															
Insurance underwriting assets / Consolidated assets	0			0			0			0			0		
Insurance underwriting assets (P/C) / Total insurance underwriting assets															
Insurance underwriting assets (L/H) / Total insurance underwriting assets															
Separate account assets (L/H) / Total life assets															
Insurance activities revenue / Adjusted operating income	0.56			0.73			0.64			0.70			0.59		
Premium income / Insurance activities revenue	0			0			0			0			0		
Credit related premium income / Total premium income															
Other premium income / Total premium income															
		1													
Insurance underwriting net income / Consolidated net income	0			0			0			0			0		
Insurance net income (P/C) / Equity (P/C)															
Insurance net income (L/H) / Equity (L/H)															
Insurance benefits, losses, expenses / Insurance premiums															
Reinsurance recovery (P/C) / Total assets (P/C)															
Reinsurance recovery (L/H) / Total assets (L/H)															
Net assets of insurance underwriting subsidiaries / Consolidated assets	0			0			0			0			0		
Life insurance assets / Tier 1 capital + allowance for loan and lease losses.	12.78			10.84			12.48			11.23			10.13		
Broker-Dealer Activities															
Net assets of broker-dealer subsidiaries (\$000)		5.24	13,011		4 98	35,091		5.04	14,771		4 3	13,506		4 23	30,580
Net assets of broker-dealer subsidiaries (\$6000)  Net assets of broker-dealer subsidiaries / Consolidated assets	9.17		<del>1</del> 0,011	11.16	4,30	,001	9.40	3,0	<del></del> ,,,,,,	10.74	4,5	10,000	10.98	4,20	70,000

ı	R	Α	Υ	N	10	N	ΙΓ	١. (	IΑ	N	16	S	F	IN	Α	N	C	IΔ	L.	IN	IC:

SAINT PETERSBURG, FL

City/State

 3815157
 6
 9
 FR BHCPR Page 16 of 23

 RSSD Number
 FR Dist.
 Peer #
 Page 16 of 23

### **Foreign Activities**

BHC Name

Dollar Amount in Thousands	06	6/30/2021		06	/30/2020		12	2/31/2020		12	2/31/2019		12	2/31/2018	
Foreign Activities															
Total foreign loans and leases		2,77	6,316		1,29	95,067		2,55	50,001		2,50	61,028		2,33	34,728
Real estate loans		87	2,875		7	70,560		88	36,326		8	50,441		64	41,291
Commercial and industrial loans		1,62	2,184		34	42,966		1,41	18,546		1,54	47,347		1,47	74,730
Loans to depository institutions and other banks acceptances			0			0			0			0			0
Loans to foreign governments and institutions			0			0			0			0			0
Loans to individuals			0			1			0			0			0
Agricultural loans			0			0			0			0			0
Other foreign loans		28	1,257		18	31,540		24	45,129		10	63,240		2	18,707
Lease financing receivables			0			0			0			0			0
Debt securities			0			0			0			0			0
Interest-bearing bank balances		1,11:	2,016		88	89,875		1,01	17,066		60	69,785		67	78,293
Total selected foreign assets		3,88	8,332		2,18	34,942		3,56	67,067		3,23	30,813		3,0	13,021
Total foreign deposits			0			0			0			0			0
Interest-bearing deposits			0			0			0			0			0
Non-interest-bearing deposits			0			0			0			0			0
	BHC	Peer # 9	Pct	BHC	Peer # 9	Pct	BHC	Peer # 9	Pct	BHC	Peer # 9	Pct	BHC	Peer # 9	Pct
Analysis Ratios															
Yield: Foreign loans	1.50			2.02			1.97			2.27			2.45		
Cost: Interest-bearing deposits															
Net Losses as a Percent of Foreign Loans by Type															
Real estate loans															
Commercial and industrial loans															
Foreign governments and institutions															
Growth Rates															
Net loans and leases	114.38			-49.88			-0.43			9.69			3.97		
Total selected assets	77.96			-30.43			10.41			7.23			4.14		
Deposits															

SAINT PETERSBURG, FL

City/State

 3815157
 6
 9
 FR BHCPR Page 17 of 23

 RSSD Number
 FR Dist.
 Peer #
 Page 17 of 23

# Servicing, Securitization and Asset Sale Activities—Part 1

						Percent	Change
Dollar Amount in Thousands	06/30/2021	06/30/2020	12/31/2020	12/31/2019	12/31/2018	1-Year	5-Year
Activity							
Securitization activities	0	0	0	0	0		L
1–4 family residential loans	0	0	0	0	0		L
Home equity lines	0	0	0	0	0		L
Credit card receivables	0	0	0	0	0		
Auto loans	0	0	0	0	0		<u> </u>
Commercial and industrial loans	0	0	0	0	0		
All other loans and leases	0	0	0	0	0		
Retained credit exposure	0	0	0	0	0		
1-4 family residential loans	0	0	0	0	0		
Home equity lines	0	0	0	0	0		
Credit card receivables	0	0	0	0	0		L
Auto loans	0	0	0	0	0		L
Commercial and industrial loans	0	0	0	0	0		L
All other loans and leases	0	0	0	0	0		<u> </u>
Unused commitments to provide liquidity (servicer advance)	0	0	0	0	0		L
Seller's interest carried as securities and loans	0	0	0	0	0		L
Home equity lines	0	0	0	0	0		L
Credit card receivables	0	0	0	0	0		L
Commercial and industrial loans	0	0	0	0	0		<u> </u>
Asset-backed commercial paper conduits	0	0	0	0	0		
Credit exposure from credit enhancements provided to conduit structures	0	0	0	0	0		
Liquidity commitments provided to conduit structures	0	0	0	0	0		

	06/30/2021	06/30/2020	12/31/2020	12/31/2019	12/31/2018
Activity as a Percent of Total Assets	·				
Securitization activities	0	0	0	0	0
1–4 family residential loans	0	0	0	0	0
Home equity lines	0	0	0	0	0
Credit card receivables	0	0	0	0	0
Auto loans	0	0	0	0	0
Commercial and Industrial loans	0	0	0	0	0
All other loans and leases	0	0	0	0	0
Asset-backed commercial paper conduits	0	0	0	0	0
Credit exposure from credit enhancements provided to conduit structures	0	0	0	0	0
Liquidity commitments provided to conduit structures	0	0	0	0	0
Percent of Total Managed Assets (On balance-sheet loans and securitized loans)					
1–4 family residential loans					
Home equity lines					
Credit card receivables					
Auto loans and other consumer loans					
Commercial and industrial loans		·	·		·
All other loans and leases		_	_		·

SAINT PETERSBURG, FL

City/State

 3815157
 6
 9
 FR BHCPR Page 18 of 23

 RSSD Number
 FR Dist.
 Peer #
 Page 18 of 23

# Servicing, Securitization and Asset Sale Activities—Part 2

	06/30/2021	06/30/2020	12/31/2020	12/31/2019	12/31/2018
Percent of Total Securitization Activities by Type	00/00/202	00,00,2020	.20.72020	.20.720.0	
Retained credit exposure					
1–4 family residential loans					
Home equity lines					
Credit card receivables					
Auto loans					
Commercial and industrial loans					
All other loans and leases					
Unused commitments to provide liquidity (servicer advance)					
Seller's interest carried as securities and loans					
Home equity lines					
Credit card receivables					
Commercial and industrial loans					
Percent of Tier 1 Capital					
Total retained credit exposure	0	0	0	0	0
Total retained credit exposure and asset sale credit exposure	0.10	0.03	0.04	0.19	0.41

						Percent	Change
Dollar Amount in Thousands	06/30/2021	06/30/2020	12/31/2020	12/31/2019	12/31/2018	1-Year	5-Year
30–89 Days Past Due Securitized Assets							
1–4 family residential loans	0	0	0	0	0		
Home equity lines	0	0	0	0	0		
Credit card receivables	0	0	0	0	0		
Auto loans	0	0	0	0	0		
Commecial and industrial loans	0	0	0	0	0		
All other loans and leases	0	0	0	0	0		
Total 30–89 days past due securitized assets	0	0	0	0	0		
90+ Days Past Due Securitized Assets							
1–4 family residential loans	0	0	0	0	0		
Home equity lines	0	0	0	0	0		
Credit card receivables	0	0	0	0	0		
Auto loans	0	0	0	0	0		
Commercial and industrial loans	0	0	0	0	0		
All other loans and leases	0	0	0	0	0		
Total 90+ days past due securitized assets	0	0	0	0	0		
Total past due securitized assets	0	0	0	0	0		
Net Losses on Securitized Assets							
1–4 family residential loans	0	0	0	0	0		
Home equity lines	0	0	0	0	0		
Credit card receivables	0	0	0	0	0		
Auto loans	0	0	0	0	0		
Commercial and industrial loans	0	0	0	0	0		
All other loans and leases	0	0	0	0	0		
Total net losses on securitized assets	0	0	0	0	0		

SAINT PETERSBURG, FL

City/State

 3815157
 6
 9
 FR BHCPR Page 19 of 23

 RSSD Number
 FR Dist.
 Peer #
 Page 19 of 23

# Servicing, Securitization and Asset Sale Activities—Part 3

	06/30/2021	06/30/2020	12/31/2020	12/31/2019	12/31/2018
30–89 Days Past Due Securitized Assets Percent of Type					
1–4 family residential loans					
Home equity lines					
Credit card receivables					
Auto loans					
Commercial and industrial loans					
All other loans and leases.					
Total 30–89 days past due securitized assets					
Total 30–69 days past due securitized assets					
90+ Days Past Due Securitized Assets Percent of Type					
1–4 family residential loans					
Home equity lines					
Credit card receivables					
Auto loans and other consumer loans					
Commercial and industrial loans					
All other loans and leases					
Total 90+ days past due securitized assets					
Total past due securitized assets percent of securitized assets					
·			I		
Net Loss on Securitized Assets Percent of Type			1		
1–4 family residential loans					
Home equity lines					
Credit card receivables					
Auto loans					
Commercial and industrial loans					
All other loans and leases					
Total net losses on securitized assets					
30–89 Days Past Due Managed Assets Percent of Type					
1–4 family residential loans					
Home equity lines					
Credit card receivables					
Commercial and industrial loans					
All other loans and leases					
Total managed loans past due 30–89 days					
90+ Days Past Due Managed Assets Percent of Type					
1–4 family residential loans					
Home equity lines					
Credit card receivables					
Commercial and industrial loans					
All other loans and leases					
Total managed loans past due 90+ days					
Total Boot Due Menomed Aposto				<u> </u>	I
Total Past Due Managed Assets					
National Manager Manager Property Co.					
Net Losses on Managed Assets Percent of Type				ı	1
1–4 family residential loans					
Home equity lines					
Credit card receivables					
Commercial and industrial loans					
All other loans and leases					
			1		T
Net Losses on Managed Assets Percent of Total Managed Assets					

SAINT PETERSBURG, FL

City/State

 3815157
 6
 9
 FR BHCPR Page 20 of 23

 RSSD Number
 FR Dist.
 Peer #
 Page 20 of 23

### **Parent Company Income Statement**

						Percent	Change
Dollar Amount in Thousands	06/30/2021	06/30/2020	12/31/2020	12/31/2019	12/31/2018	1-Year	5-Year
Operating Income							
Income from bank subsidiaries	555	71,458	72,227	214,998	124,869	-99.22	-98.93
Dividends	0	70,000	70,000	210,000	120,000	-100.00	-100.00
Interest	28	500	527	3,354	3,417	-94.40	-97.73
Management and service fees	527	958	1,700	1,644	1,452	-44.99	11.65
Other income.	0	0	0	0	0		
Income from nonbank subsidiaries	137,194	278,922	537,822	728,488	328,826	-50.81	-9.32
Dividends	126,786	261,618	508,058	684,787	288,556	-51.54	-10.91
Interest	4,487	7,996	12,841	26,322	24,312	-43.88	35.23
Management and service fees	5,921	9,308	16,923	17,379	15,958	-36.39	4.48
Other income.	0	0	0	0	0		
Income from subsidiary holding companies							
Dividends							
Interest							
Management and service fees  Other income							
Total income from subsidiaries	137,749	350,380	610,049	943,486	453,695	-60.69	-32.14
Securities gains (losses)	0	0	0	0	790		-100.00
Other operating income	4,310	1,432	6,173	6,562	7,796	200.98	88.79
Total operating income	142,059	351,812	616,222	950,048	462,281	-59.62	-30.82
Operating Expenses							
Personnel expenses	43,695	25,611	61,243	67,984	74,636	70.61	52.20
Interest expense	48,899	42,383	90,665	73,223	73,576	15.37	36.34
Other expenses	119,283	13,000	36,328	25,494	15,240	817.56	2354.89
Provision for loan and lease losses	0	0	0	0	0		
Total operating expenses	211,877	80,994	188,236	166,701	163,452	161.60	205.16
Income (loss) before taxes	-69,818	271,120	428,288	784,905	301,073		
Applicable income taxes (credit)	-63,613	-6,594	-68,200	-53,695	-18,802		
Extraordinary items		·		·			
Income before undistributed income of subsidiaries	-6,205	277,714	496,488	838,600	319,875		
Equity in undistributed income of subsidiaries	668,727	63,623	365,911	214,217	667,357	951.08	635.97
Bank subsidiaries	202,347	-42.680	61,582	208,610	242,825	301.00	205.94
Nonbank subsidiaries	466.380	106.303	304.329	5.607	424.532	338.73	1786.35
Subsidiary holding companies.	0	0	0	0	0	330.73	1700.55
N	202 502	044.007	202.202	1.050.047	207.000	04.40	404.05
Net income (loss)	662,522	341,337	862,399	1,052,817	987,232	94.10	161.95
Memoranda							
Bank net income	202,347	27,320	131,582	418,610	362,825	640.66	74.23
Nonbank net income	593,166	367,921	812,387	690,394	713,088	61.22	255.12
Subsidiary holding companys' net income	0	0	0	0	0		

SAINT PETERSBURG, FL

City/State

 3815157
 6
 9
 FR BHCPR Page 21 of 23

 RSSD Number
 FR Dist.
 Peer #
 Page 21 of 23

# **Parent Company Balance Sheet**

			% of		% of		% of				
			Total		Total		Total			Percent	Change
Dollar Amount i	n Thousands	06/30/2021	Assets	06/30/2020	Assets	12/31/2020	Assets	12/31/2019	12/31/2018	1-Year	5-Year
Assets								•		•	
Investment in bank subsidiaries		2,532,250	23.38	2,279,878	23.55	2,364,866	23.14	2,300,179	2,072,360	11.07	56.77
Common and preferred stock		2,532,127	23.38	2,279,173	23.54	2,363,932	23.13	2,299,840	2,072,165	11.10	56.79
Excess cost over fair value		0	0	0	0	0	0	0	0		1
Loans, advances, notes, and bonds		0	0	0	0	0	0	0	0		1
Other receivables		123	0	705	0.01	934	0.01	339	195	-82.55	-55.76
Investment in nonbank subsidiaries		6,732,092	62.15	6,096,442	62.97	6,385,702	62.49	5,526,999	5,540,447	10.43	101.67
Common and preferred stock		5,354,571	49.43	4,202,810	43.41	4,825,106	47.22	4,086,547	4,100,993	27.40	118.81
Excess cost over fair value		31,954	0.29	31,954	0.33	31,954	0.31	31,954	31,954	0.00	0.00
Loans, advances, notes, and bonds		1,185,084	10.94	1,733,770	17.91	1,386,466	13.57	1,106,545	1,070,180	-31.65	104.81
Other receivables		160,483	1.48	127,908	1.32	142,176	1.39	301,953	337,320	25.47	-42.78
Investment in subsidiary holding companies		0	0	0	0	0	0	0	0		í .
Common and preferred stock			0		0		0				í .
Excess cost over fair value		0	0	0	0	0	0	0	0		
Loans, advances, notes, and bonds			0		0		0				í .
Other receivables			0		0		0				
									'	'	
Assets Excluding Investment in Subsidiaries  Net loans and leases		0	0	0	0	0	0	0	0		-100.00
Securities		1,029	0.01	1,028	0.01	1,029	0.01	1,332	17,704	0.10	-98.83
Securities Securities purchased (reverse repos)		1,029	0.01	1,028	0.01	1,029	0.01	1,332	17,704	0.10	-90.03
1 ,		200,063	1.85	199,387	2.06	198,793	1.95	177,694	250,112	0.34	-61.18
Cash and due from affiliated depository institution		356,626	3.29	357,003	3.69	358,544	3.51	322.303	168.243	-0.11	3392.91
Cash and due from unrelated depository institution		13.805	0.13	13,865	0.14	13,837	0.14	13.964	14,145	-0.11	25.99
Premises, furnishings, fixtures and equipment		13,605	0.13	13,665	0.14	13,037	0.14	13,964	0	-0.43	25.99
Intangible assets		996,169	9.20	733,284	7.57	895,817	8.77	794,057	595,940	35.85	108.51
Other assets		990,109	9.20	733,264 0	0	095,617	0.77	794,037	095,940	33.65	100.51
Balance due from subsidiaries and related institutions		10,832,034		9,680,887		10,218,588	_	9,136,528	8,658,951	11.89	78.86
Total assets		10,032,034	100.00 1	9,000,007	100.00	10,210,500	100.00	9,130,320	0,000,901	11.09	70.00
Liabilities and Capital						1					
Deposits		0	0	0	0	0	0	0	0		<b></b>
Securities sold (repos)		0	0	0		0	0	0	0		<b></b>
Commercial paper		0	0	0		0	0	0	0		<b></b>
Other borrowings 1 year or less		0	0	0	0	0	0	0	300,000		<del></del>
Borrowings with maturity over 1 year		2,036,813	18.80	2,044,447	21.12	2,045,104	20.01	1,550,348	1,549,779	-0.37	126.48
Subordinated notes and debentures		0	0	0	0	0	0	0	0	00.00	440.47
Other liabilities		915,235	8.45	655,235	6.77	788,600	7.72	632,690	520,752	39.68	140.47
Balance due to subsidiaries and related institutions		17,253	0.16	16,186	0.17	21,763	0.21	111,374	146,514	6.59	-44.22
Total liabilities		2,969,301	27.41	2,715,868	28.05	2,855,467	27.94	2,294,412	2,517,045	9.33	126.51
Equity Capital		7,862,733	72.59	6,965,019	71.95	7,363,121	72.06	6,842,116	6,141,906	12.89	65.70
Perpetual preferred stock (income surplus)		0	0	0	0	0	0	0	0	0.05	F 40
Common stock		1,593	0.01	1,589	0.02	1,591	0.02	1,586	1,576	0.25	5.43
Common surplus		2,059,525	19.01	1,984,499	20.50	1,995,798	19.53	1,921,893	1,870,739	3.78	39.50
Retained earnings		7,257,695	67	6,325,698	65.34	6,703,125	65.60	6,086,721	5,235,764	14.73	96.84
Accumulated other comprehensive income		-9,797	-0.09	1,002	0.01	16,511	0.16	-5,036	-38,840		<b></b>
Other equity capital components		-1,446,283	-13.35	-1,347,769	-13.92	-1,353,904	-13.25	-1,163,048	-927,333		<del></del>
Total liabilities and equity capital		10,832,034	100.00	9,680,887	100.00	10,218,588	100.00	9,136,528	8,658,951	11.89	78.86
Memoranda											
Loans and advances from bank subsidiaries		0	0	0	0	0	0	0	0		
Loans and advances from nonbank subsidiaries		17,253	0.16	16,186	0.17	21,763	0.21	111,374	146,514	6.59	-44.22
Notes payable to subsidiaries that issued TPS		0	0	0	0	0	0	0	0		
		0	0	0	0	0	0	0	0		·
Loans and advances from subsidiary holding companies			U	U	U	U	U		<u>U</u>		
Loans and advances from subsidiary holding companies		17,253	0.16	16,186	0.17	21,763	0.21	111,374	146,514	6.59	-44.22 -100.00

SAINT PETERSBURG, FL

City/State

 3815157
 6
 9
 FR BHCPR Page 22 of 23

 RSSD Number
 FR Dist.
 Peer #
 Page 22 of 23

# Parent Company Analysis—Part 1

	06	6/30/2021		06	5/30/2020		1:	2/31/2020		12	2/31/2019		1:	2/31/2018	
		Peer # 9	Pct		Peer # 9	Pct	BHC	Peer # 9	Pct		Peer # 9	Pct		Peer # 9	Pct
Profitability	50	1. 00 0		50			20				1. 00 0		20	1. 00 0	1 . 00
Net income / Average equity capital	17.26			9.88			12.24			15.70			15.70		$\overline{}$
Bank net income / Average equity investment in banks	16.62			2.40			5.71			19.11			18.52		1
Nonbank net income / Average equity investment in nonbanks	23.14			17.58			18.67			16.63			18.01		1
Subsidiary HCs net income / Average equity investment in sub HCs															1
Bank net income / Parent net income	30.54			8			15.26			39.76			36.75		1
Nonbank net income / Parent net income	89.53			107.79			94.20			65.58			72.23		1
Subsidiary holding companies' net income / Parent net income															1
Leverage		•						•			•				
Total liabilities / Equity capital	37.76	1		38.99	1		38.78			33.53		1	40.98	T T	_
Total debt / Equity capital	25.90			29.35			27.77			22.66			30.12		+
Total debt + notes payable to subs that issued TPS / Equity capital	25.90			29.35			27.77			22.66			30.12		+-
Total debt + Loans guaranteed for affiliate / Equity capital	25.90			29.35			27.77			22.91			30.49		+-
Total debt / Equity capital – excess over fair value	26.01			29.49			27.90			22.77			30.27		+
Long-term debt / Equity capital	25.90			29.35			27.77			22.66			25.23		+
Short-term debt / Equity capital	0			0			0			0			4.88		+
Current portion of long-term debt / Equity capital	0.22			0.23			0.30	<u> </u>		1.63			2.39		+
Excess cost over fair value / Equity capital	0.41			0.46			0.43			0.47			0.52		+
Long-term debt / Consolidated long-term debt	84.31			62.65			84.63			80.85			96.93		+
	0 110 1			02.00			0 1100	1		00.00			00.00		
Double Leverage	400.74	1		00.50			00.07	1		00.04	ı		404.00	1	_
Equity investment in subs / Equity capital	100.71			93.52			98.07			93.81			101.03		+
Total investment in subs / Equity capital	117.83			120.26			118.84			114.40			123.95		+
Equity investment in subs / Equity cap, Qual TPS + other PS in T1															+
Total investment in subs / Equity cap, Qual TPS + other PS in T1														1	
Double Leverage Payback															
Equity investment in subs – equity cap / Net income (X)	0.04			-0.66			-0.16			-0.40			0.06		
Equity investment in subs – equity cap / Net income-div (X)	0.05												0.08		
Coverage Analysis															
Operating income-tax + noncash / Operating expenses + dividends	97.90			199.30			174.50			280.54			149.31		
Cash from ops + noncash items + op expense / Op expense + dividend	100.47			251.50			210.94			298.58			239.48		
Adjusted cash flow / Operating expenses + repaid long-term debt + dividends	133.39			134.49			117.50			127.68			122.37		
Pretax operating income + interest expense / Interest expense	-42.78			739.69			572.39			1,171.94			509.20		1
Pretax op inc + interest expense + trust pref / Interest expense + trust pref .	-42.78			739.69			572.39			1,171.94			509.20		
Dividends + interest from subsidiaries / Interest expense + dividends	83.71			234.98			196.13			339.44			174.86		
Fees + other income from subsidiaries / Salary + other expenses	3.96			26.59			19.09			20.35			19.37		
Net income / Current part of long-term debt + preferred dividends (X)	38.40			21.09			39.63			9.45			6.74		
Other Ratios															
Net assets that reprice within 1 year / Total assets	13.68			22.18			16.62			18.70			14.44		
·														<u> </u>	_
Past Due and Nonaccrual as a Percent of Loans and Leases												1		1	
90+ days past due															+
Nonaccrual															+
Total															
Guaranteed Loans as a Percent of Equity Capital														1	
To bank subsidiaries	0			0			0			0			0		
To nonbank subsidiaries	0			0			0			0.26			0.37		₩
To subsidiary holding companies	0			0			0			0			0		
Total	0			0			0			0.26			0.37		
As a Percent of Consolidated Holding Company Assets															
Nonbank assets of nonbank subsidiaries	34.79			28.01			35.82			26.46			27.21		T
Combined thrift assets (reported only by bank holding companies)	0			0			0			0			0		
Combined foreign nonbank subsidiary assets	4.20	1		4.36			3.96			4.08	1		4.12	1	+

SAINT PETERSBURG, FL

City/State

 3815157
 6
 9
 FR BHCPR Page 23 of 23

 FR Dist.
 Peer #

# Parent Company Analysis—Part 2

	0	6/30/2021		00	6/30/2020		12	2/31/2020		1:	2/31/2019		1:	2/31/2018	
	BHC	Peer # 9	Pct	BHC	Peer # 9	Pct	BHC	Peer # 9	Pct	BHC	Peer # 9	Pct	BHC	Peer # 9	Po
Payout Ratios — Parent		•	•	•											
Dividends declared / Income before undistributed income				36.86			42.47			23.74			55		
Dividends declared / Net income	. 16.29			29.99			24.45			18.91			17.82		
Net income – dividends / Average equity	. 14.45			6.92			9.25			12.73			12.91		
Percent of Dividends Paid															
Dividends from bank subsidiaries	. 0	1		68.39			33.19			105.46	1		68.21		
Dividends from nonbank subsidiaries		-		255.59			240.92			343.90			164.02		+
Dividends from subsidiary holding companies				0			0			040.00			0		+
Dividends from all subsidiaries		-		323.98			274.11			449.36			232.23		+
		•		•				•			•			•	
Payout Ratios — Subsidiaries:															
ercent of Bank Net Income				1										,	_
lividends from bank subsidiaries				256.22			53.20			50.17			33.07		_
terest income from bank subsidiaries				1.83			0.40			0.80			0.94		_
lanagement and service fees from bank subsidiaries		_		3.51			1.29			0.39			0.40		_
Other income from bank subsidiaries				0			0			0			0		_
Operating income from bank subsidiaries	. 0.27			261.56			54.89			51.36			34.42		L
ercent of Nonbank Net Income															
ividends from nonbank subsidiaries	21.37			71.11			62.54			99.19			40.47		Т
sterest income from nonbank subsidiaries		_		2.17			1.58			3.81			3.41		1
lanagement and service fees from nonbank subsidiaries				2.53			2.08			2.52			2.24		$\top$
ther income from nonbank subsidiaries	•	-		0			0			0			0		$\top$
Operating income from nonbank subsidiaries				75.81			66.20			105.52			46.11		T
ercent of Subsidiary Holding Companies' Net Income vidends from subsidiary holding companiesterest income from subsidiary holding companies															F
lanagement and service fees from subsidiary holding companies															T
ther income from subsidiary holding companies															1
Operating income from subsidiary holding companies															T
Dependence on Subsidiaries:															
Percent of Total Operating Income															
ividends from bank subsidiaries	. 0			19.90			11.36			22.10			25.96		Т
terest income from bank subsidiaries				0.14			0.09			0.35			0.74		+
lanagement and service fees from bank subsidiaries				0.27			0.28			0.17			0.31		$\vdash$
Other income from bank subsidiaries		_		0			0			0			0		$\vdash$
Operating income from bank subsidiaries				20.31			11.72			22.63			27.01		t
											1				
ividends from nonbank subsidiaries		_		74.36			82.45			72.08			62.42		+
terest income from nonbank subsidiaries		_		2.27			2.08			2.77			5.26		┿
anagement and service fees from nonbank subsidiaries		_		2.65			2.75			1.83			3.45		┿
ther income from nonbank subsidiaries		-		0			0			0			0		╄
Operating income from nonbank subsidiaries	. 96.58			79.28			87.28			76.68			71.13		L
vidends from subsidiary holding companies	. 0			0			0			0			0		Т
terest income from subsidiary holding companies				0			0			0			0		Γ
anagement and service fees from subsidiary holding companies	. 0			0			0			0			0		Г
Other income from subsidiary holding companies				0			0			0			0		Γ
Operating income from subsidiary holding companies				0			0			0			0		
oans and advances from subsidiaries / Short term debt													48.84		
oans and advances from subsidiaries / Total debt	0.85	1		0.79	1		1.06	_	1	7.18	1	1 7	7.92		1